THE MANUFACTURING CONFECTIONER

Pioneer Specialized Publication for Confectionery Manufacturers

PLANT MANAGEMENT, PRODUCTION METHODS, MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

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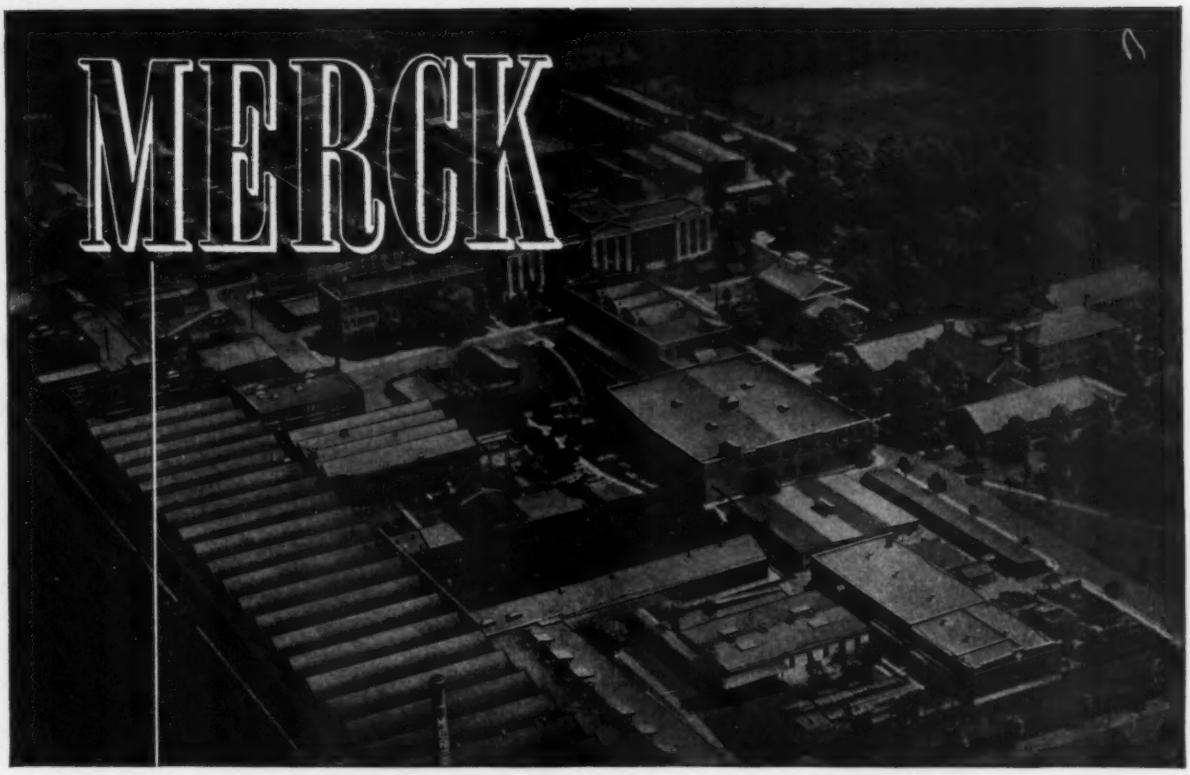
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Dehumidification - -
Candy plant case histories

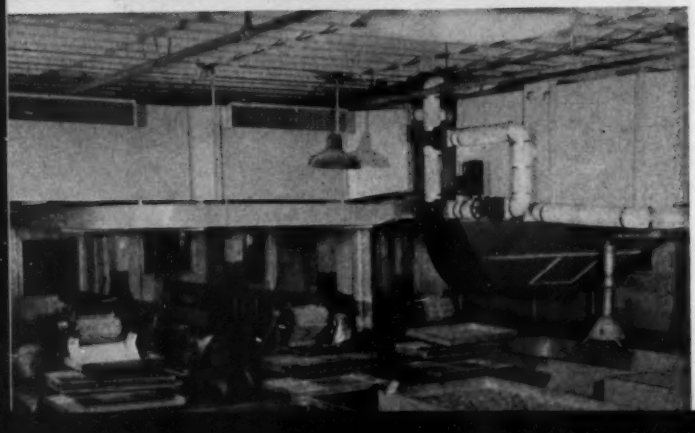
In Part I, Mr. Smith describes plant and operating conditions requiring dehumidification. In Parts II and III, to follow, he will bring data from actual installations. Written exclusively for *The Manufacturing Confectioner*

by HARRY W. SMITH, Jr.
American Gas Association

LESS than three years ago, one New England hard-candy producer installed in two of his packing and storing rooms *independent dehumidification* — air conditioning equipment designed to regulate *moisture* conditions within the plant *separately from,* and *independent of,* other air conditioning equipment intended primarily for cooling purposes. Insofar as is known, this was the first application in the confectionery field of gas-fired independent dehumidification. But it started a trend—it emphasized to many candy manufacturers new possibilities for production improvements by bringing air *humidity* as well as air *temperature* under the thumb of the plant superintendent—it revised many a candy man's viewpoint on air conditioning—and it provided a stimulus which, in three short years, has been responsible for at least 20 further adaptations of independent dehumidification by other candy-makers, and the results summarized here.

Today, is is possible to collect case-history data on *dehumidification*-air-conditioning, as applied to almost any step in candy manufacturing, from starch room to final packaging. Further, independent dehumidification is today serving all types of producers: the packaged-chocolates maker, the bulk hard candy manufacturer, the chocolate coating producer, the specialty confectioner, and the fancy goods specialist. Before considering the why, the how, and the results of typical installations, a general comment or two with regard to the possible deleterious effects of humidity in the candy field is in order.





Dehumidification in the hard candy department of Up-To-Date Candy Manufacturing Co., New York. Above: Special cold air jet manifolded to ducting over each cooling unit. Below: The Up-to-Date Hard Candy Room, showing registers which introduce conditioned air to the room.

Moisture Is Doubly Dangerous in Candy-Making

In any manufacturing operation moisture can appear to cause trouble by its simple condensation from humid air onto relatively cooler surfaces. And many production troubles in candy manufacturing fall in this category. But where sugar is involved, particularly the invert sugars resulting from high-temperature cooking, moisture can appear to interfere with production operations by the very hygroscopic nature of sugar itself, even though conditions may not be favorable for pure mechanical moisture condensation. By this hygroscopic action, the invert sugars absorb moisture whenever the water vapor-pressure of the sugar is less than the water vapor-pressure of the surrounding atmosphere. The higher the temperature at which the sugar is cooked in candy making, the higher the percentage of invert sugar in the goods and the greater is the tendency for a wet sticky surface to develop on candy exposed to uncon-





Right. Above: Dehumidifiers suspended from ceiling of the starch room of a Massachusetts candy plant. Below: Hand-dipping room of same plant which is maintained at 40% relative Humidity and 62° to 68° dry bulb temperature.

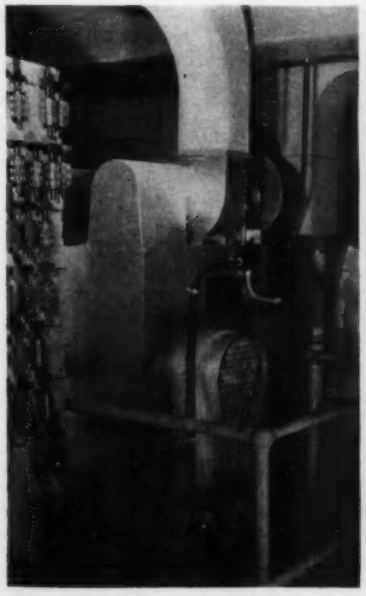
ditioned air. For example, it is not uncommon in carmel hardening rooms for the candy to accumulate as much as ¼ of an inch of semi-dissolved "goo" on the top surface during Spring or Fall weather of high dew point. Even if this hygrosopic action of invert sugars is not sufficient to spoil the batch, it may result in enough stickiness to clog production machinery, slow down production cycles, necessitate extra drying operations, or result in the development of "sugar bloom" on the goods.

"Sugar bloom," in contradistinction to "fat bloom," is the result of moisture either absorbed by or condensed on the product. "Sugar bloom" is nothing but the crystallization of uncombined sugars on the surface of candy due to its solution by moisture and subsequent deposition when the moisture is evaporated away. "Fat bloom" on the other hand is a temperature problem—and results in part, from overheating (careless processing control, adverse weather, or the effect of heat in the dealer's window or shelves) of the fat globules and their consequent exudation from the chocolate mixture.

Many Types of Independent Dehumidification Equipment Available

Few industries stand to lose so much as the candy industry through the attacks of Old Man Humidity—(1) at every point along the line, from raw material to final consumption by the customer, and (2) because the very product itself has a chemical affinity for water. Hence, few industries have a bigger stake in independent dehumidification. It should be encouraging to candy manufacturers that ways have been found to control plant humidity irrespective of the amount of refrigeration air conditioning available—that the engineers in the plants here to be discussed have done so complete a pioneering job for the reminder of the industry to follow and improve.

As for the dehumidification equipment itself, several types are available today. Those units used in the installations here to be described are of the solid adsorption type, wherein silica gel or activated alumina desiccates air passing through it, and is subsequently "reactivated" for further use by being heated with hot air from an integral gas-fired unit. Thus, the solid adsorbant withdraws moisture from the air to be conditioned and later discharges it to heated air which goes up the flue with the products of combustion. Such units are available in a wide range of sizes, and may be either of the rotary-continuous or intermittent-tray type. It is conceivable that other types of independent dehumidification equipment, such as the Kathabar lithium-chloride liquid absorption unit, or calcium-chloride dryers, might be adapted. The important thing is to have plant humidity control which is *not* merely an incidental concomitant to refrigeration or other cooling systems—plant humidity control which is available for use at any time irrespective of whether the cooling action of refrigeration air conditioning is needed or not. This writer, in accord with the experience of the candy producers whose operations are described hereafter, be-





Left: Up-To-Date's dehumidifier is fired by both gas and by steam. Right: Units which handle the hand-dipping room (see above) and a nearby machine-wrapping room in a New England candy plant.

lieves that the candy industry, most particularly, needs *independent* control of moisture and temperature—so that the plant superintendent can conveniently adjust both important variables to the special and changing requirements of the goods, the department, and the weather of the moment.

Candy Excise Tax Dropped from Revenue Bill

The House Ways and Means Committee on July 22 eliminated from the Defense Tax Bill the proposed excize tax of 5% on the manufactures' sale price of candy and chewing gum, and sent the $3,529,000,000 revenue bill to the House for debate after almost three months of deliberation. The tax on confectionery and chewing gum was intended to produce $18,000,000 from these two industries. However, as the bill was sent to the House, it was already well over the $3,500,000,000 goal set by the Treasury Department in April. The proposed tax on confectionery was vigorously opposed by the industry as an unfair tax which singled out candy and chewing gum for taxation and left untaxed other foods, many of which compete directly with candy and chewing gum.

Army Exchanges To Use Candy Buyer's Directory

Through arrangement just completed with the Army Post Exchange Service, copies of the 1941-42 Candy Buyers' Directory, to be issued the middle of September by the publishers of THE MANUFACTURING CONFECTIONER, will be sent to over 200 Army Post Buying Officers in the Army's nine corps areas. Further, six copies will be supplied, by direct request, to the Army Exchange Headquarters in Washington, D. C. Of special significance to the industry-at-large, is the fact that the request for copies of the Directory came from the Acting Chief of the Morale Branch of the War Department, Col. L. Kemper, Williams.

Pelican State Company To Be Sold At Auction

According to an announcement received from the law firm of Weiss and Weiss, New Orleans, the entire plant and equipment of Pelican State Candy Co., New Orleans, La., will be sold at public auction in New Orleans on August 15.

Food Distributors Convene In Chicago, August 20 to 23

The 14th annual convention of the National Food Distributors Association will be held at the Hotel Sherman in Chicago, on August 20 to 23. The convention will high-point in its entire program the importance of coordinated point-of-sale promotion in today's efforts to speed up economic food distribution. One of the speakers on the general program will be Richard C. Borden, sales promotion manager of the Borden Company, whose subject will be "How to Close More Sales." Egmont Arens, industrial designer, will present "New Techniques in Packaging." Porter F. Leach, merchandising and advertising counsel for the association, will lead a symposium on point-of-sale advertising. In connection with this special feature, there will also be an exhibit of point-of-purchase display material. Candy manufacturers interested in food store sales of their goods are invited to submit actual display pieces they are using, or photographs of unusual and distinctive store displays they have used or are using at present.

S.W.C.A. Elects C. C. Lindsey As President



C. C. Lindsey

C. C. Lindsey, Victory Specialty Co., Inc., Roanoke, Va., was elected president of the Southern Wholesale Confectioners Association at that group's convention in Atlanta, July 10 to 12. Mr. Lindsey succeeds Sidney Grossman, Linker Cigar Co., Louisville, Ky. Other officers include: C. B. Poole, C. B. Poole Co., Gaffney, S. C., first vice president; and Frank P. Corso, Frank P. Corso Co., Biloxi, Miss., second vice president; C. M. McMillan of Atlanta, was again named secretary-treasurer. New directors of the S. W. C. A. include: Frank J. Iseman, of A. Karcher Candy Co., Little Rock, Ark.; J. P. Tennenbaum, Tennenbaum Bros., Atlanta; H. H. Biedenharn, Vicksburg, Miss.; C. A. Short, Shelby, N. C.; William J. Bargmann, H. D. Rambke Co., Charlestown, S. C.; D. O. Louderback, Valley Fruit & Candy Co., Winchester, Va.; and F. F. Robins, Robins Cigar Co., Jackson, Tenn. Directors re-elected include: Sam Sawyer, Sawyer Candy Co., Elba, Alabama; M. B. Monsalvatge, Monsalvatge & Drane, Miami, Fla.; E. Ray Jones, Jones Candy Co., Owensboro, Ky.; Evans George, Ouachita Candy Co., Inc., Monroe, La.

N.C.S.A. Elects Huber of Baltimore

National Confectionery Salesmen's Association of America, at its convention in Atlanta, Ga., July 7 to 9, elected John O. Huber, Baltimore, Md., as president for the coming year. Mr. Huber succeeds Carl G. Bartlett, New Haven, Conn. J. M. Hasburgh, Cherry Specialty Co., Chicago, was elected vice president; and H. H. Michaels, New York, was re-elected secretary-treasurer.

June Sales Up 27% Over 1940

Sales of confectionery and competitive chocolate products by manufacturers were 27% greater in June 1941 than in the same month of last year, according to figures just realeased by the Department of Commerce. Sales during the first six months of this year are 15% ahead of sales for the same period of 1940, indicating that the Industry is improving upon the gains registered last year when the sales for the first six months were only 7% above the total for the corresponding period of 1939. The decrease in sales between May and June of this year was only 5%. Manufacturers of chocolate products competitive with confectionery showed the outstanding gain with an increase of 31%. Average value per pound of all types of candy rose from 14.2 cents in June 1940, to 14.7 cents in June 1941.

Caramel types

Increasing their nutritive value

by K. E. LANGWILL

DURING the national emergency in which we now find ourselves, the government is more concerned with the food habits of the nation as a whole than ever before. The increasing consumption of candy is frowned upon by some who feel that by increasing the carbohydrate intake, the other essentials to health as fat, protein, minerals and vitamins are correspondingly decreased. We will not dispute the fact that sugar (sucrose), sugar syrups, invert sugar, corn syrup and starch furnish a sizable quantity of the primary materials employed by the confectioner but we contend that they by no means complete the list. Milk (whole, evaporated, condensed or dried), chocolate, dairy butter, coconut oil, pressed butters and other satisfactory fats, gelatin, albumen, nuts and fruits all play their part as well.

As a typical example of a confection which contains many of the essentials known to be necessary for good health, we have selected the caramel. Four different types have been made and then subjected to chemical analysis. The first batch called for skim milk, the second for whole milk and the third for cream. The fourth and last batch contained both skim milk solids and sweetened condensed whey.* The formula employed was the one set up by Dr. B. H. Webb in his article on "Whey" which appeared in the March 1941 issue of THE MANUFACTURING CONFECTIONER. A minor change was caused by the fact that the skim milk solids introduced carried sucrose which was not called for in the formula. However, the additional sugar was not sufficient to cause graining.

All batches were cooked to approximately the same temperature but since they were comparatively small batches, there was a difference in the amount of moisture left in the finished piece. From past experience, it has been found that the moisture content of wrapped caramels picked up on the open market varied roughly between 8% and 9%. Therefore, in order to reduce the figures obtained on chemical analysis of the several caramels examined to a comparable basis, 8.5% moisture was arbitrarily chosen and all figures have been calculated to this moisture content.

Comparison of Analytical Data

Table I gives the results of analysis of the four types of caramels. The percentage of lactose due to the milk has been calculated from the percentage of protein found. It was assumed that the ratio of lactose to protein (4.8 : 3.4) for whole milk held equally well for skim milk. Therefore, the lactose was determined by first dividing 4.8 by 3.4 and then multiplying the result by the protein. This percentage of lactose was then subtracted from the total reducing sugars, before inversion, calculated as lactose. The remaining reducing sugar, expressed as lactose, was converted into an equivalent percentage of invert. From this figure, the percentage of corn syrup was calculated. The reducing sugars in the particular sample of corn syrup employed in making these batches of caramels showed 34.5% when calculated as invert sugar. To determine the percentage of corn syrup, therefore, the percent of invert was divided by the factor 0.345 and this result in turn was multiplied by 0.825 (100—17.5=82.5%) to obtain corn syrup solids in the caramel.

TABLE 1.

Batch Number	1.	2.	3.	4.
Moisture—adjusted to uniform basis	8.50%	8.50%	8.50%	8.50%
Reducing Sugars B.I. calc. as lactose	30.17	27.71	22.11	41.15
Reducing Sugars B.I. calc. as invert	20.19	18.41	14.57	27.94
Reducing Sugars A.I.	51.72	53.40	53.99	54.51
Sucrose	29.95	33.25	37.45	25.24
Lactose (calculated)	5.97	6.24	3.08	(19.10)*
Protein	4.23	4.42	2.18	5.14
Fat	10.57	11.67	17.39	9.58
Refractive Index of Fat at 40 degrees C	1.4486	1.4515	1.4541	1.4527
Ash	0.984	1.024	0.521	2.16

*Not calculated from analytical data.

In this discussion we are not so much interested in the original formula of the caramels as we are in the percentage of ingredients in the finished product. From the chemical analysis we have been able to set up Table II which is self-explanatory. The non-fat milk solids represent the sum of the protein, lactose (calculated) and ash. The fact that the ingredients for the first three batches total less than 100% is no doubt due to a slight variation in the ratio of lactose to protein in the milk used. The figures given above for this ratio are the average of thousands of samples of milk so that it is not surprising if an individual milk falls outside these averages. A small variation in the percentage of lactose reported would be magnified considerably when these figures were used to calculate corn syrup solids.

Batch No. 4 presented a rather difficult problem from the analytical point of view. In the first place the batch contained protein from both sweetened condensed whey and skim milk. The ratio of lactose to protein in the sweetened condensed whey is not the same as in skim milk since the casein has been removed and only the

*Sweetened condensed whey was supplied by the Bureau of Dairy Industry, U. S. Department of Agriculture, Washington, D. C.

lactalbumin remains. The lactose, therefore, cannot be calculated from the protein determined by analysis. We are left with a mixture of lactose, invert and dextrose. There is the possibility of fermenting out all sugars except lactose from a 10% solution and then determining lactose gravimetrically. This 10% solution may be polarized after fermentation. The rotation of the plane of polarized light will be due to both the dextrin of the corn syrup and to the lactose from the milk. Having previously determined the amount of lactose in the solution, a correction may be made for it and the percentage of dextrin calculated. The amount of corn syrup corresponding to this percentage of dextrin may be determined. The reducing sugars in this corn syrup may then be subtracted from the total reducing sugars, less the amount corresponding to the lactose, and the remainder is due to the invert sugar. This method involves so many assumptions, factors and the like that its accuracy is questionable.

All figures reported in column 4 of Table II have been calculated from the original formula. It is interesting to note, however, that analytical values for fat, protein and sucrose check fairly well with those arrived at by calculation.

TABLE 11.

	1.	2.	3.	4.
Moisture	8.50%	8.50%	8.50%	8.50%
Non-fat Milk Solids	11.18	11.68	5.78	26.67
Fat	10.57	11.67	17.39	9.37
Corn Syrup Solids	38.74	34.10	30.00	25.00
Sucrose	29.95	33.25	37.45	25.36
Invert Sugar (dry basis)				5.34
	98.94	99.20	99.12	100.24

Upon further study of the figures in this table, it will be noted that caramel No. 1 which was made with skim milk contains the highest percentage of corn syrup and next to the lowest amount of sucrose. This is a low priced caramel and contains no butter fat. The fat employed in its production was coconut oil as is indicated by the refractive index. Caramel No. 2 had roughly the same amount of non-fat milk solids as caramel No. 1 but these milk solids came from whole milk. Since the whole milk used did not supply the desired quantity of fat, coconut oil (110°F) was added to make up the difference. In this caramel we find the percentage of corn syrup lower and sugar higher than in No. 1. In batch No. 3 (cream caramel), the non-fat milk solids were practically cut in half, the percentage of milk fat increased approximately 50%, while the corn syrup was decreased and the sucrose increased. The non-fat solids in No. 4 were more than double those found in caramels No. 1 and 2. This was due primarily to the large percentage of lactose in the whey. The protein content of these caramels was the highest of the lot and was supplied in almost equal amounts by the skim milk solids and condensed whey. Lactalbumin, the protein supplied by the condensed whey, does not have the "body building" property of casein so that it was necessary to add skim milk solids to obtain the desired body.

Comparison of Caloric Value

Let us now use the data obtained from chemical analysis in still a different way. From these figures it is possible to calculate the caloric value* of 100 grams of each of these caramels since the sources of energy for the human body are carbohydrates, proteins and fats. For each gram of carbohydrate utilized approximately 4 calories of heat are liberated. Proteins likewise yield the same number of calories per gram but fats which are the most concentrated form of energy yield 9 calories per gram.

The carbohydrate content of the caramels is represented by the sum of the lactose, corn syrup solids and sugar. These percentages are totaled and then multiplied by 4. The percent of protein multiplied by 4 gives the calories supplied by this ingredient and the percentage of fat multiplied by 9 gives the calories to be derived from fat. In the table below, the caloric value of each caramel is reported and this has been broken down into the number of calories furnishes by the carbohydrate, protein and fat, respectively.

TABLE 111.

Batch Number	1.	2.	3.	4.
Calories from Carbohydrate	299	294	282	299
Calories from Protein	17	18	9	21
Calories from Fat	95	105	156	84
Total Calories per 100 grams	411	417	447	404

The figures in the table bear out what would be expected. Caramel No. 3 which contained the highest percentage of fat has the highest caloric value and No. 4 the smallest. No. 3 likewise has the smallest number of calories from both protein and carbohydrate.

Still another comparison may be made from the analytical data given in Table I. In making these caramels no salt was added for flavoring, therefore, the ash reported is due almost entirely to milk. The ash derived from corn syrup and sugar is practically negligible. Since calcium is looked upon as an important dietary essential, it was decided to compare the amount present in each of the individual caramels. According to Leach, 20.01% of the total ash of milk is due to calcium oxide which is equivalent to 14.3% of calcium. Employing this figure, the calcium content of the four caramels was found to be 0.141%, 0.146%, 0.075% and 0.309%, respectively. There may be a slight discrepancy in the figure obtained for caramel No. 4 since some of the calcium in milk is known to exist in the form of calcium caseinate. Because the casein has been removed from the condensed whey product, some of the calcium will have been removed with it in which case, the other minerals will be left behind in a higher concentration.

It is apparent that because of the addition of milk solids we have greatly increased the nutritional value of the caramel in comparison to a piece of candy containing only carbohydrates. By incorporating milk, we are adding a source of protein. While the percentage may be small, the quality of the protein is to be considered. Both the casein and lactalbumin of milk are "complete" proteins which means that they are capable of maintaining life and providing for normal growth. We have already shown that milk is an excellent source of calcium but have not mentioned it as a source of vitamins. The vitamin A present, being fat soluble, is found to a large extent in butter fat. As we increase the amount of butter fat in the caramels we are likewise increasing the amount of vitamin A. Vitamin B_1 (thiamin), B_2 or G (riboflavin) and C (ascorbic acid) are also present. In arranging these three vitamins in order of their relative abundance in milk, we would place riboflavin first, thiamin second and ascorbic acid third since the amount present is relatively small and subject to wide variation.

It is not the purpose of this discussion to extol the virtues of milk for its protein, fat, calcium or vitamin content. It is felt, however, that by its incorporation a valuable addition is made to any confection which, in turn, will contribute directly to the diet of the ultimate consumer. In the event that the consumer is not aware of the benefits to be derived from the incoporation of milk in a confection it is the duty of the producer of such a confection to pass on the necessary information for his education.

*These caloric values have been expressed in terms of large calories, i. e. the amount of heat required to raise the temperature of one kilogram of water one degree Centigrade.

Chicago Candy Day Picnic, August 21

The annual Chicago Candy day picnic will be held at Hoffman Grove, Park Ridge, Ill., on Thursday, August 21. A substantial gathering of candy folk is expected, including candy jobbers and their families, candy manufacturers and their representatives, also food distributors and others interested in the distribution of confectionery. John Mack is chairman of the picnic committee, and Rolfe M. Lobell, of the Overland Candy Co., Chicago, is chairman of the publicity committee.

Thank You!

Nineteen years ago, in 1922, Mr. Plyley and I attended a national convention of candy makers, held in the Coliseum in Chicago. We had begun making candy, in a small way, in 1919, in connection with our other merchandising, in a small building at the south end of our principal business street, a block or more out of what we called the retail district. We saw an announcement touching the national convention of 1922 and wrote to Mr. Earl R. Allured, the editor of *The Candy Manufacturer*, now THE MANUFACTURING CONFECTIONER, asking him for tickets, not knowing whether we could or would be admitted to the convention sessions since we were not members of the national association.

Most graciously, Mr. Allured sent us the tickets and at the convention made it his concern to see that we saw and heard everything that would be beneficial to us, and contributed materially to our entertainment. Had it not been for the convention of 1922 and the courtesy and kindness of Mr. Allured, it is probable that the Plyley Candy and Gift Shop would not be existent today. It was the enthusiasm and friendliness of Mr. Allured that imparted to us the courage and faith required to carry on.

Remembering these things, we are tendering our felicitations to THE MANUFACTURING CONFECTIONER upon the occasion of its 20th Anniversary. We include the present publisher and editor, Prudence W. Allured, and all of the staff and the personnel in this congratulatory message. We are grateful for the contact we have made with THE MANUFACTURING CONFECTIONER and its predecessor, *The Candy Manufacturer*, and the two editors for what they have done for us.

Here's hoping that the publication lives to celebrate many, many more scores and will never cease in its enthusiastic cooperation with candy makers and the candy making industry.

Very truly yours,
(Signed) Mrs. Rilla Plyley
Plyley's Candy & Gift Shop
LaGrange, Indiana

July 28, 1941

May Sales Up 4% Over May 1940

Sales of confectionery and competitive chocolate products by manufacturers were 4% greater in May 1941 than during the same month of 1940, according to J. C. Capt, director of the Bureau of Census. Sales during the first five months of this year were 13% higher than during the same period of last year, indicating that the industry is improving upon the gains registered last year when the sales of the first five months were 8% above the total for the same period in 1939. Decrease in sales between April and May was 16% this year. Average value per pound of all types of products rose slightly, .3 cents, from 14.6c in May 1940 to 14.9c in May 1941.

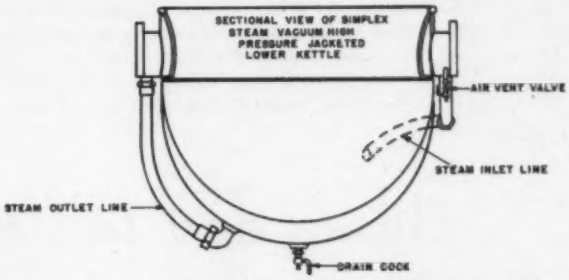
Edy's Character Candies opened their fourth store in San Francisco recently. This new addition gives the company three downtown locations, the fourth being in one of the city's major neighborhood marketing districts.

THE FOREMAN'S NOTEBOOK

Every candy foreman has experienced, at some time or other, a real need for practical and authoritative suggestions and reminders on care of equipment. To further broaden its editorial service to the Industry, THE MANUFACTURING CONFECTIONER *has arranged to bring in each month's issue a practical talk on the care of equipment or some mechanical problem. Equipment will operate more smoothly and have longer life if it is properly cleaned and serviced every day. This series of talks will be published in booklet form later.*—The Editor.

Care of Steam Jacketed Kettles

★ Most of the kettles used in the candy factory are rugged and carefully constructed. Under normal conditions of use and with proper care and maintenance they should render satisfactory service for many years. However, occasionally trouble develops with even the best kettle and the plant maintenance mechanic is called upon to make running repairs, or, if that is not possible, the kettle must be taken out of service and sent back to the manufacturer or to a coppersmith for overhaul.



Sometimes these breaks are unavoidable, but more often they are the result of improper handling of steam equipment. Following are a few simple rules to keep jacketed kettles in best condition.

★ Never turn on the full force of steam on a cold kettle.

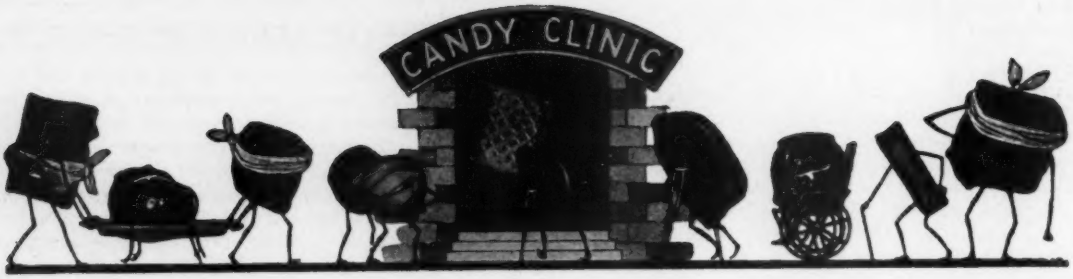
★ Before turning on the steam, drain the kettle of condensed vapor by opening the drain cock and air vent valve.

★ Do not admit steam so quickly as to cause a water hammer. This is caused by the water in the steam jacket and can be relieved by admitting the steam gradually or by closing the steam line and opening the drain cock and air vent valve to relieve the steam jacket of water.

★ Never turn on a full head of steam on an empty kettle.

★ Do not try to repair leaks by soldering around the rivets. The heat will loosen up the solder in other places. A safe and permanent job can be done only by experienced mechanics removing the jacket, re-hammering, re-soldering and re-rivetting the shells.

—Claude Covert



THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Gums and Jellies; Marshmallows

CODE 8A41

Assorted Slices—1 lb.—49c

(Purchased in a department store Chicago, Ill.)

Sold in Bulk.
Flavors: Good.
Texture: Good.
Colors: Good.
Sanding: Good.
Remarks: Good eating slices, well made. A trifle high priced at 49c.

CODE 8B41

Lemon Jellies—1 lb.—29c

(Purchased in a department store, Chicago, Ill.)

Sold in Bulk.
Appearance of Piece: Good.
Color: Good.
Texture: Good.
Flavor: Good.
Sanding: Good.
Remarks: A good eating piece but highly priced at 29c the pound.

CODE 8C41

Longerines—1 lb.—29c

Purchased in a department store, Chicago, Ill.)

Sold in Bulk.
Appearance of Piece: Good.
Color: Good.
Texture: Good.
Flavor: Good.
Sanding: Good.
Remarks: A well made piece and good flavor, but overpriced at 29c the pound.

CODE 8D41

Almond Dainties—1 lb.—23c

(Purchased in a department store, Chicago, Ill.)

Piece is a vanilla caramel with chopped almonds, wrapped in printed wax paper.
Color: Too dark.
Texture: Good.
Flavor: Good.
Remarks: A good eating piece, well made, but a trifle too dark for vanilla.

CODE 8E41

Assorted Jelly Drops—1 lb.—13c

(Purchased in a drug store, San Francisco, Cal.)

Appearance of Package: Fair. Cellulose bag, no name, address or weight printed on bag.
Colors: Good.
Texture: Fair.
Flavor: Fair.
Remarks: At this price nothing can be said, but these are the cheapest kind of gum drops.

CODE 8F41

Marshmallows—8 ozs.—10c

(Purchased in 5c & 10c store, San Francisco, Cal.)

Appearance of Package: Good. Cellulose bag, printed in light and dark blue.
Color: Good.
Texture: Good.
Flavor: Good.
Remarks: The best Marshmallows that the Clinic has examined, at this price. Very well made and good eating.

CODE 8G41

Assorted Jellies and Marshmallows—3 ozs.—5c

(Purchased at a cigar stand, San Francisco, Cal.)

Appearance of Package: Good. Cellulose wrapper, printed in purple and white.
Colors: Good.
Texture: Good.
Flavors: Good.
Remarks: The best 5c package of jellies and marshmallow pieces that the Clinic has examined in some time.

CODE 8H41

Assorted Frappe—1 lb.—39c

(Purchased in a department store,) Chicago, Ill.)

Sold in Bulk.
Texture: Good.
Colors: Good.
Flavors: Fair.
Coating on Bottom: Fair.
Remarks: Coating had a strong grease taste, suggest flavor be used to overcome the grease taste, also check up oil.

CODE 8I41

Crystallized Jellies—6 ozs.—25c

(Purchased in a drug store, Boston, Mass.)

Appearange of Package: Fair.
Box: One layer, printed in red and yellow, bottom of box wrapped in cellulose, green and silver seal.
Number of Pieces: 29.
Colors: Good.
Texture: Good.
Flavors: Fair.
Crystal: Blistered and not up to standard.
Remarks: Suggest crystal be checked up, also some of the flavors, the lemon gum had very little flavor.

CODE 8J41

Patriotic Mix—1 lb.—23c

(Purchased in a department store, Chicago, Ill.)

Sold in Bulk.
Colors: Red, white and blue: Good.
Panned Licorice String: Good.
Panned Vanilla Cream: Good.
Opera Gums: Good.
Remarks: Candy is well made and makes a good appearance for a patriotic mix.

CODE 8K41

Assorted Fruit Gums—

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good. Light board tray, printed cellulose wrapper.
Colors: Good.
Texture: Good.
Flavors: Fair. Some had very little flavor.
Remarks: This type of candy is not good eating unless it is well flavored.

CODE 8L41

Chocolate Cream Egg—4 ozs.—

(Purchased in a retail candy store, New York, N. Y.)

Appearance of Package: Good.
Box: Full telescope, printed in blue, red and yellow Bunny scene. Egg was wrapped in wax paper.
Coating: Dark. Good.
Center: Center yellow, outside white.
Cream:
Color: Good.
Texture: Good.
Flavor: Good.
Remarks: A well made egg of good quality, neatly packed.

CODE 8M41

Assorted Jellies—2½ ozs.—5c

(Purchased in a drug store, Boston, Mass.)

Appearance of Package: Good.
Size: Good.
12 pieces on a board, printed cellulose wrapper in colors. Pieces are sanded.
Colors: Good.
Texture: Good.
Flavors: Good.
Remarks: Piece was more like a gum drop than a jelly. The consumer if looking for a jelly would be disappointed in this packet.

CANDY CLINIC SCHEDULE FOR 1941

The monthly schedule of the Candy Clinic is listed below. When submitting items, send duplicate samples by the 1st of month preceding the month scheduled.

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Salted Nuts; Chewy Candies; Caramels

MARCH—Assorted One-Pound Boxes of Chocolates

MAY—Easter Candies and Packages; Molded Goods

JULY—Gums and Jellies; Marshmallows

AUGUST—Summer Candies and Packages; Fudge

SEPTEMBER—Bar Goods of all types

OCTOBER—Home Mades: 5c-10c-15-25c Packages Different Kinds of Candies

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

boost hard candy sales . . .

IMITATION BUTTER FLAVOR

Boost your hard candy sales with Imitation Butter Flavor Extra Concentrated—the flavor that has *proved* its success.

For years, enthusiastic users of flavors throughout the country have ordered thousands of pounds of Imitation Butter Flavor Extra Concentrated. Sales have soared beyond expectations, and today the demand for this flavor is greater than ever.

Capitalize on this flavor-appeal by using it for your hard candy. Order soon for increased hard candy sales.

Factory Products
Peppermint Oil Redistilled
Oil of Cassia Redistilled
Oil of Clove
Ethyl Oxide Hydrate

Imitation Butter Flavor Extra Concentrated is strong, stable, and meets Lueder's exacting standards. It is compounded of the finest aromatic products.

Established 1885

George Lueders & Co.

427-29 Washington Street
New York

CHICAGO 510 N. Dearborn Street
SAN FRANCISCO 56 Main Street
MONTREAL, CANADA, 361 Park Royale

CODE 8N41

Assorted Gums—1 lb.—15c

(Purchased in a grocery store, Boston, Mass.)

Appearance of Package: Good. Plain cellulose bag, blue printed, clip on top.
Colors: Good.
Texture: Good.
Flavors: Good.
Pieces are sanded.
Remarks: A good eating gum drop. Suggest a printed bag be used as cost would stand it.



GRAPE

for your

Hard Candy - Cream Work

Grape Season is here! Now is the time to feature this delicious flavor. And don't forget, in J.B.L. Grape you are getting the finest flavor ingredient you can buy.

Write for Working Sample

James B. Long & Co., Inc.

CHICAGO — 818 N. Franklin St.

NEW YORK — 415 Greenwich St.

CODE 8O41

Summer Assortment—1 lb.—29c

(Purchased in department store, Chicago, Ill.)

Appearance of Package: Good.

Box: One layer type, white printed in blue, cellulose wrapper.

Appearance of Package on Opening: Good.

Contents:

Lemon and Orange Slices: Good.
Spiced Gum Drops: Good.
Chocolate and Vanilla Caramels: Good.
Toffee: Good.
Peppermint and Wintergreen Cream Wafers: Good.
Jordan Almonds: Good.
Vanilla Nougat Caramels: Good.
Assorted filled Hard Candies: Good.

Assortment: Good.

Remarks: The best Summer assortment, at this price, that the Clinic has examined this year. Quality and packaging was very good and candies were in good condition.

CODE 8P41

Marshmallows—8 ozs.—10c

(Purchased in department store, Chicago, Ill.)

Appearance of Package: Good.

Box: Folding open face box, printed in Aqua-orange and white colors, cellulose wrapper.

Color: Good.

Texture: Short and tough.

Flavor: Good.

Remarks: The Clinic has examined these marshmallows a number of times but this box is not up to standard. Suggest candy makers be checked up.

CODE 8Q41

Coconut Slices—1 lb.—29c

(Purchased in department store, Chicago, Ill.)

Appearance of Piece: Good.

Colors: Pink and white. Good.

Texture: Tough.

Flavor: Fair.

Remarks: Pieces lacked flavors. Suggest formula be checked as piece is too tough.

Retail Trade Census Report Just Issued

The Bureau of Census, U.S. Dept. of Commerce, in mid-June issued its complete report on Retail Trade based on the census of 1939. The reports shows that the U. S. has a total of 1,624,655 independent retail stores of all kinds, 123,195 chain stores, and 22,495 other types stores. The classification of stores listed as "Candy, nut and confectionery stores," lists two types. The candy and nut stores include stores engaged principally in the sale of either boxed candies, or both. Confectionery stores are those selling, in addition to either or both candy and nuts, other types of confections, and usuallly dispensing drinks from a soda fountain or selling ice cream, and sandwiches. There is a total of 48,015 of both types of stores, and this total is divided as follows: Independents, 45,579; chains, 2,223; and others, 213. Copies of the Retail report may be had for 25c.

Non-Staining Packing For Food Machines

A non-staining packing is now available for apparatus and machines handling liquids that must be kept unstained or uncontaminated. It is snow white in color, and has an odorles, tasteless, edible, chemically-resistant lubricant. It is suitable for high temperatures.

California Candy Maker Closes Plant

Frazier Lewis, founder of a confection known as "Frazier Lewis Victorias" widely known throughout the state of California, has closed his plant at Twin Lakes, Cal., and retired on a long vacation. His candy had been distributed all over the world since he first began making it from a secret formula in 1910. The plant employed a dozen workers regularly. In the early days, Mr. Lewis operated a retail shop in Santa Cruz, but he closed this in 1925 to go into manufacturing of a patty type candy he called "victorias."

George Frederick New Loft General Manager

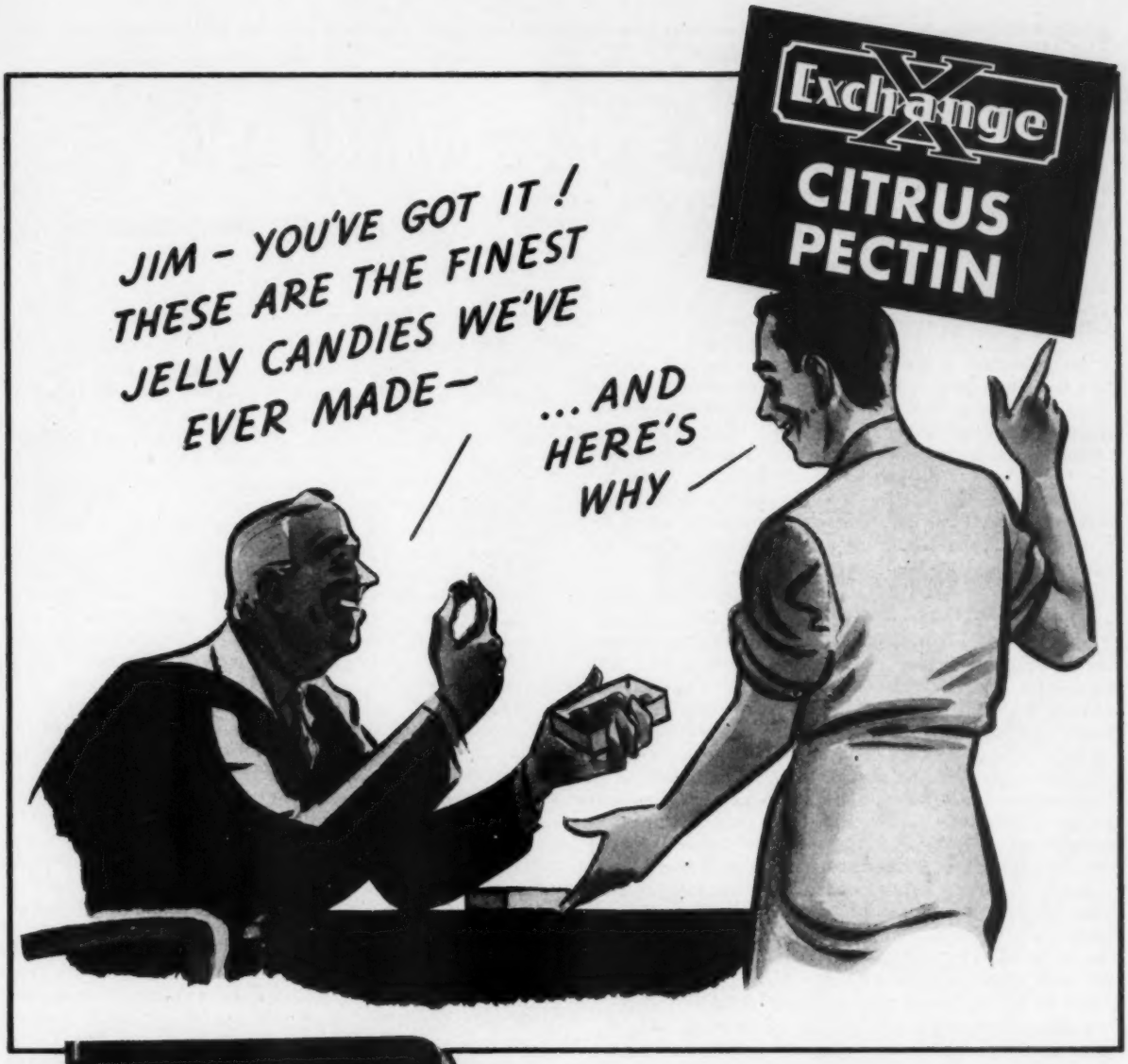
George Frederick, president of the Busy Bee Candy Co., St. Louis, Mo., has been named general manager of the Loft Candy Co., Long Island City, New York. He was honor guest on the evening of Aug. 8, at a dinner given by Hal Titus, manager of the Wesson Oil and Snowdrift Sales Co., St. Louis, at the Waldorf-Astoria in New York. Mr. Frederick was formerly president of the Herz Candy Co., St. Louis, and general manager of the Harvey Co., Chicago, Illinois.

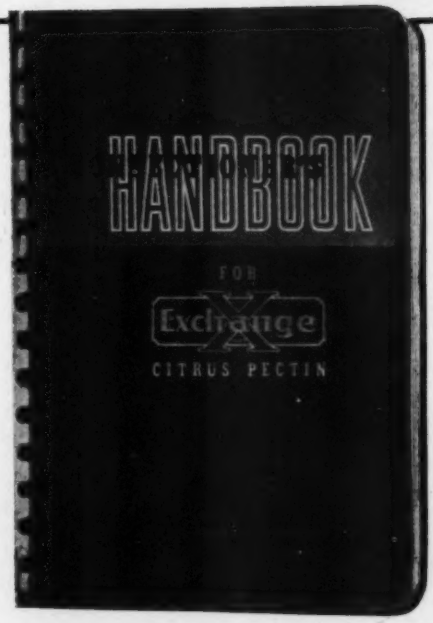
American Candies, Inc. Milwaukee, Sold At Auction

The completely equipped plant of American Candies, Inc., Milwaukee, Wis., was sold at auction in a sale conducted by Gronik, Inc., auctioneers, Milwaukee, on August 5. At this writing, no announcement has been made relative to the disposal of the plant and equipment.

Sugar Quotas Raised Again To Check Prices

The department of agriculture announced on July 30 the third increase in 1941 sugar marketing quotas in less than two months. Officials said the action was intended to check advancing prices. The new increase was being quoted at New York at $3.60 a hundred pounds, duty paid basis, the highest since the fall of 1939, when rising prices led President Roosevelt to suspend marketing restrictions. The Agriculture Department increased total marketing quotas from 7,627,563 short tons to 8,006,836 tons. Officials said the Philippines and some foreign countries other than Cuba may not fill their full quotas.





You can recognize the quality difference every time in jelly candies made with Exchange Citrus Pectin—*and so can your customers.* It makes a world of difference in brilliant appearance, smoothness of texture and fine flavor – whether made cast or slab. That's why Exchange Citrus Pectin is preferred and everywhere recognized as the "Standard." And you are sure of a constant supply, because California oranges and lemons are harvested every week in the year.

Send today for your free copy of the Confectioner's Handbook, giving all latest Exchange Citrus Pectin formulas. Write now to Division 208.

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PRODUCTS DEPT., ONTARIO, CALIFORNIA
Branch Offices
189 W. Madison St., Chicago **99 Hudson St., New York**

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EDITORIAL

Candy and Army Morale

An important argument which persuaded our legislators to eliminate the 5% excise tax on candy from the National Defense Tax Measure, was the strong case the industry built for candy as a "food." Perhaps the most telling single item in this argument was the complete description of the manner in which the U. S. Army has included a special candy in its emergency field ration. Next in importance was the graphic presentation of the number and quantities of agricultural products used annually by the candy industry.

But it is of the Army that we would speak here. There are in the Army's nine Corps Areas over 200 individual Post Exchanges where the soldiers may purchase a variety of things for their personal use and comfort. The Exchanges are administered by the War Department's Morale Branch. This department has recently requested that a number of copies of *The Confectionary Buyer*, directory of candy sources published by THE MANUFACTURING CONFECTIONER, be sent to central headquarters in Washington, D. C. We have also arranged to place copies of the directory in the hands of the buying officers in each of the over 200 Post Exchanges in various parts of the country. Thus, we have been privileged to serve our country by aiding in the work of morale maintenance, and our industry by making available to the country's largest buyer, Uncle Sam, a list of sources which includes the name of every wholesale manufacturer of candy in the country—even those who, for one reason or another, failed to fill out and return our questionnaire!

It is significant that the administration of the Post Exchanges should be in the hands of the Morale Branch. It is also significant that the heads of this department deem candy of sufficient importance in the list of items sold by the Exchanges, to ask for a directory which would facilitate the purchase of candy for the soldiers in camp. Candy is very adaptable to the requirements of the soldier trainee, for it can be offered in small units, does not cut too deep a swath in his meager pay, and provides more benefit and pleasure, square inch for square inch, ounce for ounce, penny for penny, than almost anything else sold in the Exchange.

Morale (we used to call it "esprit de corps") is an intangible thing, hard to define as to ingredients which affect it negatively or positively, difficult to measure by ordinary means, yet absolutely essential to the training of an efficient and effective fighting force. We know that candy has a positive affect on morale. Just where it ranks in importance as compared with other elements is not certain as yet. But some day we are going to know the full story of its morale-building characteristics for soldiers and civilians alike, and when we do, we will have found another strong argument against those who would hamper its production and impede its free flow in the channels of commerce through the imposition of unjust and inequitable taxes.

Industry Buying

We are in a seller's market now, especially on many items of machinery and equipment, but even more so on certain raw materials. It is at a time like this that candy manufacturers' buying habits come home to roost. Buyers who have been arbitrary over prices in lush times, are now forced to compete with forces which do not even enter the buying picture in normal times—shipping, priorities, rising prices, etc.

Those who sell to candy factories often voice utter disgust with an industry whose buyers will cut off, for the sake of one-tenth of a cent, sources of supply which have given them quality, service, and satisfaction for years. Certainly, competition often forces a reduction of cost here and a trimming of expenses there. At no time, however, should competition ever be allowed to affect costs to such an extent that quality is sacrificed. This industry is probably no different from others in its buying habits, but it happens that we hear about the bad practices in our own industry more often than we hear of them in other lines of business.

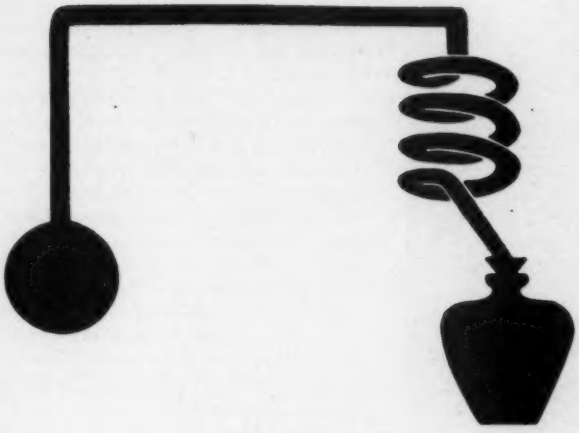
When you attempt to make money on your purchasing department, you are flirting with failure. The money you make is the responsibility of your production and sales departments. Lord knows, the buyer has problems enough in getting you the things you need and want, without shouldering the added responsibility of profit or loss. Naturally, there are times when you can make a neat deal on a purchase, but this should be a pleasant surprise rather than the expected thing. The buyer's only responsibility should be to get for you quality materials at fair competitive prices. If you expect more of him, you will probably have a "chiseler" on your hands.

In the long run, the extremely price-conscious buyer makes more enemies than friends for your firm, for no honest supply source is going to be very happy over your business if he has had to cut into his own fair profit to get and hold that business. And if the supplier cannot make a fair profit from you, he is no longer an asset you can count on. He may let you down at the most inopportune moment, having found another, more profitable market for his goods. In these days there is certainly as much responsibility from buyer to seller as there is from seller to buyer.

Prices are rising now on many items, and they may be expected to continue in their upward trend so long as present international conditions obtain. To the candy manufacturers we say, get on a good footing with your supply sources now; invite them into your confidence; treat them as part of your own organization; be fair; take down your hair with them occasionally so that they can finally start to become the help to you that they always could and should have been. It is only through such treatment that the entire industry will weather favorably the dark years that lie immediately before us. Your suppliers can be your best friends, so let your entire dealings with them be tempered, primarily, with fair dealing, honesty, and mutual respect.

For **FLAVOR • AROMA • STABILITY**

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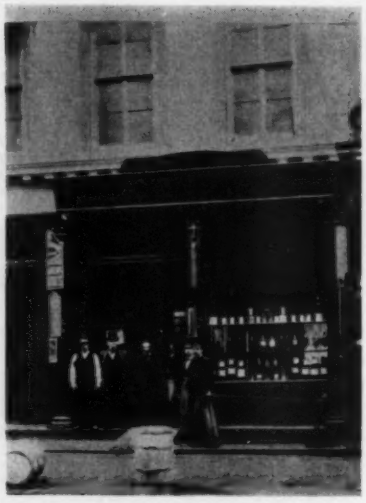
Kohnstamm & Company Celebrates 90th Anniversary

IT was just 90 years ago this year that the founders of H. Kohnstamm & Co., opened a small store for the handling of colors, in New York. The scene they looked upon then was much different from that of today. The country was still young, and many of the comforts and conveniences we take for granted today did not exist.

Those were rough and rugged days. The days of "iron men and wooden ships." The country was just getting over the war with Mexico and adding California and New Mexico to the Union. Gold had been discovered and the famous gold rush was on in full tilt. The country was split over the question of slavery and hard feelings were developing between the North and the South, to come to a head later in the Civil War. In the East, industry was entering the first phase of its development. Important inventions were shaping the future of the nation, and the tempo of progress was accelerating.

Into the thick of this activity went the energy and resourcefulness of the young immigrants who founded the firm of Kohnstamm. They began importing ultra-marine blue color in quantity from the old country, an important color at that time. The business grew, flourished and prospered to the point where in all its history, outside financing was never necessary.

H. Kohnstamm & Co. was one of the first industrial firms to add a scientific research department to the business for development of colors. Late in the 1870's, there were many



View of the first store operated by Kohnstamm & Company in New York.

complaints of candy making children ill. Many manufacturers used what they considered harmless adulterants and technical colors. Frequently, when a child became ill with a stomach disturbance, the attending doctor, upon learning the child may have eaten candy, would immediately place the blame on the candy. The Kohnstamm began to produce harmless food colors under the direction of Dr. Hermann Endemann, who was a pupil of Professor Hoffman, the discoverer in 1863 of Hoffman Violet, the second or third coal tar produced. The Kohnstamm organization was the first company to offer a guarantee that their food colors were "non-toxic." This was long before color certification was established.

P. G. Kohnstamm, one of the founders, was also one of the founders of the National Confectioners Association, and was the only man who attended the first and the 50th annual conventions of the N.C.A. At the first convention, in 1884, the association by special resolution endorsed the company's Atlas harmless food colors.

When state and federal food authorities, headed by Dr. H. W. Wiley, chief of the Bureau of Chemistry, U.S. Department of Agriculture, became interested in certifying colors and attempted to set up standards, they depended largely on the standards established by the Kohnstamm Research Laboratory for a working basis. The result of Dr. Wiley's fight for standards was the enactment of the first Food and Drugs Act in June, 1906. In June 1907, Food Inspection Decision No. 76 was issued approving seven coal tar colors. Kohnstamm & Company immediately went to work on matching their old standard colors accurately as to shade and strength. This was accomplished successfully under the company's chief chemist, William C. Bainbridge, giving the company the distinction of being the "first producers of certified colors." Today the products of the company are used throughout the world by leading confectionery, drug and cosmetic manufacturers.

Lothair S. Kohnstamm, president of the company, grew up with the business, succeeding E. G. Kohnstamm who died in 1939 after rounding out over 60 years with his company. The company pursues a liberal policy in the treatment of its employees as is evidenced by the fact that many of them have service records of 40 years and longer, averaging well over 20 years.

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How it saves in time, floor space, labor, etc.

How it increases production without additional equipment.

How it has revolutionized production methods and made factory working conditions much easier.

How the quality is improved by producing a whiter and smoother fondant.

How this information is yours for the asking—just drop a line to the

Vacuum Candy Machinery Co. 15 Park Row, New York, N. Y.

SUPPLY TRADE NEWS

Emile Prizer Dies After Year's Illness

Emile Pfizer, 77, president of Charles Pfizer & Co., Inc., manufacturing chemists of New York, died at Roosevelt Hospital, New York, July 19, after an illness of about a year's duration. He was also chairman of the company's executive committee. The company he headed was founded in 1849 by his father, Charles Pfizer, who came to this country from Stuttgart, Germany, during the political disturbances of 1848-49. The firm is one of the leaders in its line in this country today. Mr. Pfizer was unmarried. He leaves a brother, Gustav Pfizer, and two sisters, Lady Duncan, widow of Sir Frederick William Duncan, Bart., and the Baroness Backofen von Echt, both now living in Switzerland. Another brother, Charles Pfizer, a master of hounds of the famous Essex County Hunt, New Jersey, died in 1929.

Package Machinery Company, Springfield, Mass., recently sent to its customers a letter in which it explained the reason for delays in shipments of wrapping machines, and asked for suggestion or thoughts of customers for new developments which could help them now or when the national emergency is over. The company pledges itself to continue to serve its customers as well as in the past and is using its designing department on new machines and refinements which will be useful to industries at a later date.

Magnus, Mabee & Reynard, Inc., announces the acquisition of premises adjoining its plant at 16 Debrosses St., New York. The new space will be used primarily for storage and will enable the company to extend its manufacturing facilities for essential oils, flavors, etc.

New Book on Steam Engines and Boilers

A new book has just come off the press covering the important subject of "Steam Engines and Boilers." The author is E. Molloy. The first part of this new book, which has been compiled especially for engineers concerned with the operation and maintenance of steam plants, describes the principal types of steam engines and boilers in common use. Instructions are given on starting up and putting into service. Among other points covered are lubrication, running repairs and general maintenance hints. The book is published by Chemical Publishing Co., Brooklyn, N. Y.

Walter Baker's New Sales Policy Announced

Walter Baker and Company's confectionery products sales will be handled in the future by an organization of direct representatives, except on the Pacific Coast, according to C. H. Gager, president. Previously the company's confectionery products were sold nationally through General Foods Sales Co., Inc., which will now handle only Pacific Coast confectionery sales. The new sales organization is headed by Arthur E. Fest, Walter Baker & Co. confectionery sales manager, and includes direct representatives in 24 cities from the East Coast to the Rockies.

NEW EASY WAY
TO RECLAIM
CANDY SYRUPS



Faster . . . At Lower Cost
with SPARKLER FILTERS

This advanced-type Sparkler Horizontal-plate Filter is ideal for candy manufacturers in reclaiming candy syrups.

It cuts costs by giving you unprecedented speed. Absorbs color and assures finer quality. You get cleaner operation—filter plates are enclosed—no leaking to outside. It's easy to clean. More economical—uses less filter aids. Portable—mounted on rubber casters. Compact—requires little floor space. Plugs into light socket, ready for use. Available in capacities from 250 to 1000 pounds.

Write for complete details.

SPARKLER
MANUFACTURING COMPANY
Dept. T. Mundelein, Illinois

COFFEE FLAVORING
ALWAYS FRESH

Here, at last, is a pure coffee—BARRINGTON HALL Instantly Soluble COFFEE—adaptable for flavoring any products where pure coffee flavor is desired. The undesirable elements that stale coffee, which in turn, stale the products they enter into, have been removed. Write for full particulars.

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NEW YORK 132 FRONT STREET
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BARRINGTON HALL
QUALITY Coffee
100% pure



YOU PLEASE THEM ALL
WHEN YOU USE
HOOTON'S
CHOCOLATE COATINGS
HOOTON CHOCOLATE COMPANY
NEWARK, NEW JERSEY • EST. 1897

Filter Manufacturer Moves Into New Plant



Steadily increasing sales of their horizontal-plate filters have made it necessary for the Sparkler Manufacturing Co., Chicago, to expand their production facilities in new, larger quarters, according to an announcement just made by A. C. Krecklauer, president of the company. Since August 1, the company has been in its own new factory at Mundelein, Illinois. The factory has 100,000 sq. ft. of floor area, which gives the company twice the space it formerly had at its plant at 1210 Webster avenue, Chicago. The company has been building a complete line of filtering equipment since 1928. This equipment features the horizontal-plate construction which, it is claimed, provides greater speed and uniform quality with economies in filter aids.

Meinrath, Dean of Sugar Brokers, Dies

Funeral services were held in Chicago on July 31 for Ariel Menrath, 82, president of the Meinrath Brokerage Co., who died July 29, at his summer home in Wianno, Mass. Mr. Meinrath was a pioneer in the wholesale grocery brokerage business in the Middle West, establishing his first brokerage office in Kansas City, in 1880. He was considered the dean of the sugar brokers in Chicago. In 1918 he was director of distribution for the food administration sugar distributiong committee in the Western district.

P. Henry Kroeger, until recently in charge of a chocolate department at Curtiss Candy Co., Chicago, died June 22, after about a year's illness. He had spent his entire life in the candy business and was 68 years old at his death. Born in Hamburg, Germany, he obtained his first experience in candy making at the Stollwerck plant. After he came to America, he worked sucessively in the Heide plant, New York; Farley Candy Co., Chicago; Veribrite factory of National Candy Co., Chicago; E. J. Brach & Sons, Chicago; and finally, at the Curtis plant, where he remained for nine years until his health failed last year.

Fine as a straight flavor, and as a blend in Vanillas'
HIGH-SCORE
BUTTER-SCOTCH FLAVOR
Ferbo Co.
MADISON, N. J.
MANUFACTURER OF FINE FLAVORINGS

A. L. Norris, Veteran Candy Man, Dies Suddenly

Arthur L. Norris, president of Norris, Inc., Atlanta, Ga., died July 27, at his home just outside of Atlanta. He was 72 years old and had been in good health up to the day before his death when he left his office complaining of not feeling well. Mr. Norris had been in the candy business since he was 14 years old. His first work was in a small candy shop, from where he went to the F. E. Block Company and later to Nunnally's, where he remained 21 years before going into his own business. In 1910 he incorporated the firm which is now known as Norris, Inc., one of the South's better known candy enterprises. Mr. Norris was a subscriber to THE MANUFACTURING CONFECTIONER from its inception, and his statement in our May Anniversary Issue on the candy business as he saw it, marks one of the highlights of the issue. Surviving are his widow and three children, two daughters and one son, J. D. Norris, production manager of Norris, Inc.

Miss Saylor's Builds New Plant Building

Early in June, Miss Saylor's Chocolates, Inc., Alameda, Cal., began erection of a new building at their plant location in Alameda. It will be a two-story concrete building measuring 127 ft. long and 60 ft. wide. In addition, the present plant will be redesigned and remodeled to conform in appearance and facilities with the new building, completion of which will double the company's production capacity. Plans of the company call for increasing production on its line of boxed chocolates, bars, chewy candies and coffee blacks, all of which have national distribution. The new building will be ready for occupancy late this month or early next month.

Leon G. Hauser was married to Mrs. Florence D. Maisner of Cleveland Heights, Ohio, on July 27. Mr. Hauser is with Ambrosia Candy Co., Chicago, whom he has represented in the states of Ohio, Pennsylvania and New York for the past 16 years. The couple will make their home in Chicago.

Arthur Horn, representative for the Sweets Co. of America in Virginia and the Carolinas, was married July 27 at Brockton, Mass. The bride is the former Miss Helen E. McLeod of Brockton. The couple expects to make their home near Roanoke, Va., after a short wedding trip.

SAFE, EASY WAY TO DE-SCALE WATER-COOLED EQUIPMENT

ARE hard water scale deposits imparing efficiency of your candy cooling slabs and tables, cream beaters and other water-cooled equipment? Remove them NOW . . . but do it SAFELY, easily with Oakite Compound No. 32. Quickly restores normal heat transfer. Also excellent for de-scaling Diesel engine cooling systems and mechanical refrigerating equipment. FREE 20-page booklet describes methods and formulas. Write today for YOUR copy!

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Representatives in All Principal Cities of the U.S. and Canada

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PERFORMANCE!

In Belting, it's performance that counts. BURRELL builds PERFORMANCE into its

9 BURRELL Stars:

- ★ CRACK-LESS Glazed Enrober Belting
- ★ THIN-TEX CRACK-LESS Belting
- ★ White Glazed Enrober Belting (Double texture; Single-texture; No. 300)
- ★ Feed Table Belts (Endless)
- ★ Cold Table Belts (Endless)
- ★ Caramel Cutter Belts
- ★ Caramel Cutter Boards
- ★ Batch Roller Belts (Patented)
- ★ Innerwoven Conveyor Belting

Proven ability to "take it" has placed BURRELL Belting in practically all Confectionery Plants. Why not yours?

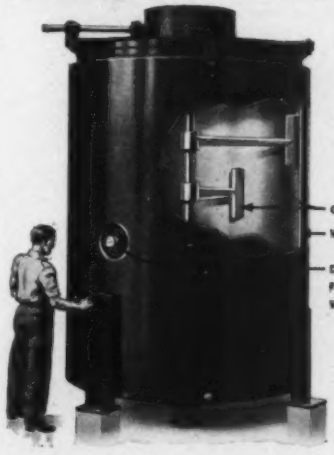
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BURRELL BELTING COMPANY

413 S. Hermitage Ave., Chicago, Ill.
55 West 42nd St., New York, N. Y.

Solve YOUR STORAGE PROBLEM FOR COCOA LIQUOR and CHOCOLATE by installing the

"LEHMANN" STORAGE and TEMPERING TANKS



CAPACITIES UP TO 18,000 LBS.
according to requirement
Power required: 2-3 HP

4 IMPORTANT USES

1. Rapid cooling of chocolate coating.
2. Storage kettle.
3. Heating of cocoa liquor for press room.
4. For pre-cooling before continuous tempering machines.

These TANKS are provided with:

- ▸ Water-Jacket and Steam Diffusion Coil.
- ▸ Overlapping Scrapers at side wall and bottom to give efficient heat exchange.
- ▸ Stirrers to give the material a slight upward movement.
- ▸ Built-in Dial Thermometer in tank wall for quick temperature reading.
- ▸ Discharge Valve in center of conical bottom.
- ▸ Hinged Top Covers for easy inspection.

We welcome your inquiry

J. M. LEHMANN COMPANY, INC.
Lyndhurst, N. J. New York, N. Y.

THE STANDARD

SPEAS CONFECTO-JEL

A Complete Pectin Product for Making Jellied Candies

READY to *Use* NOTHING to *Add*

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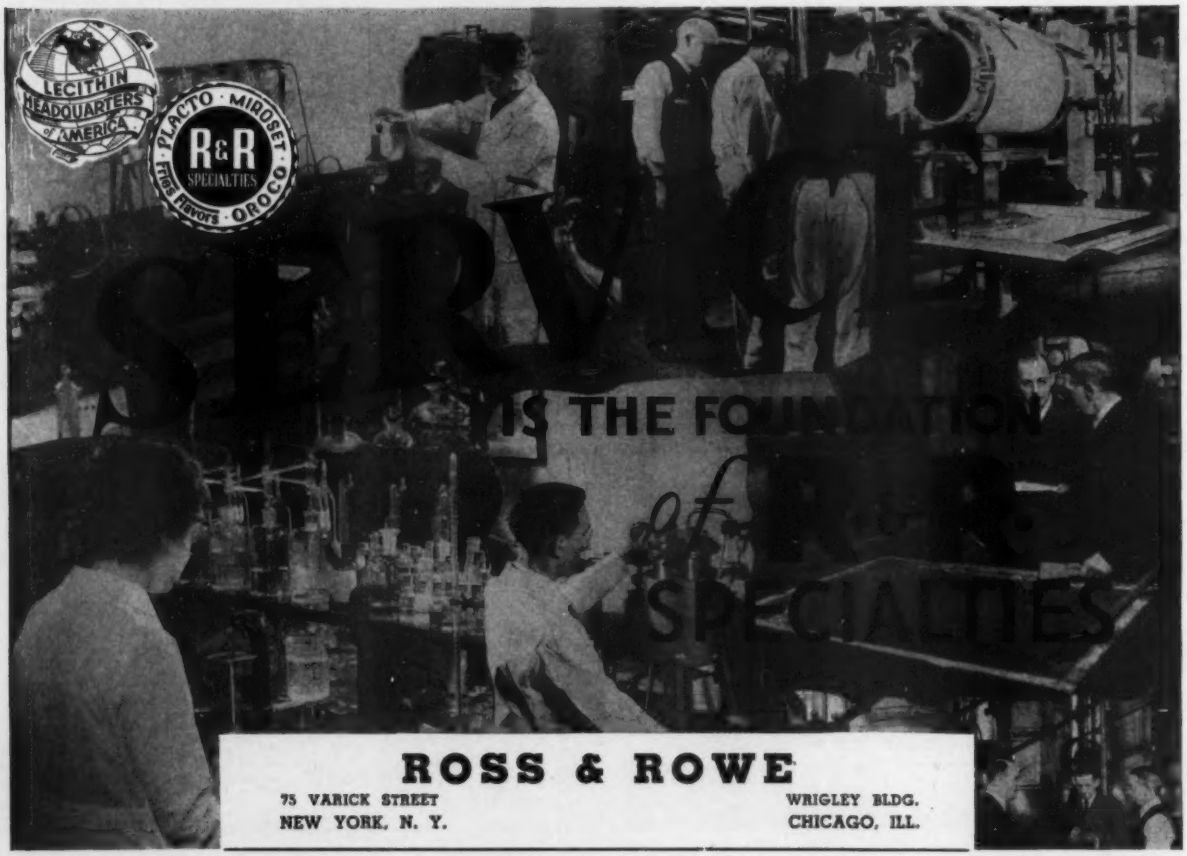
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WRIGLEY BLDG. CHICAGO, ILL.



MACHINERY FOR SALE

ONE 24 inch National Equipment Company's No. 3 decorator, which imitates hand stringing. One 26 inch National Equipment Company's cherry dropper, 1½ inch centers. Neither machine used but six months. Not adapted to owner's business. Prices very reasonable. Address H8418, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

CHOCOLATE COATER 8" width, thermostat controlled, latest type for miniature candies with bottomer, detailer, packing table, 24' air circulating insulated tunnel. Demonstration model. Address H8411, c"o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

OVER 4000 molds for manufacturing chocolate novelties. Free illustrated circular mailed. Address Standard Bronze Co., 627 W. Lake St., Chicago, Ill.

THREE-FOOT Dayton Cream Beater for sale. Also 3-foot ball cream beater, 5-foot ball cream beater, 16" National enrober, Savage 40 gal. Marshmallow beater, Racine cream maker with 3 H.P. Mtr. Address D. B. Lewis Co., 3402 Avalon Blvd. Los Angeles, Cal.

STICK CANDY SIZER and twister. Has four sets of sizers, two of them for a three-corner twist and two for the round stick candy; $700 F.O.B. St. Joseph: Racine Ball Cream Beater belt driven machine, $175 F.O.B. St. Joseph. Bausman Enrober Decorator, $250 Cash F.O.B. St. Joseph: Sax Meyer Tying Machine, $60 F.O.B. St. Joseph: Stimpson Stapling Machine Model 489, operates with foot pedals, $25 F.O.B. St. Joseph: One Hobart Grinder ½ H.P.: Two Universal ½ H.P., 1750 R.P.M., 60 cycle, 110 volt grinders, table models, direct connected motors included. Address Chase Candy Co., St. Joseph, Missouri.

MACHINERY FOR SALE

MERROW CUT-ROL center making machine with motor. 300 lb. Chocolate melter with gas heater and motor. Read Vertical mixer D-80 size. Frigidaire 3-ton air conditioner outfit. Saxmeyer tying machine; Bond speed reducer 300 to 1 ratio, motor hooked on. Steel trucks, platform scale, wood and metal trays, packing and coating tables, conveyor equipment, cartons, wax paper, layerboard, etc. Disney Candy Co., Elizabethtown, Pa.

FOR SALE CHEAP: 15 H. P. Verticle steam gas boiler complete with all fittings and automatic condenser unit, chocolate melters, 2 - 16" enrobers, Savage marshmallow beater with motor, Walthers peanut cluster machine with motor, Merrow cut rol machine, Mills power caramel cutter & sizer, Hildreth pulling machine, Racine sucker machine complete, 1 lot extra rolls, 2 steel water cooled slabs, 1 lot miscellaneous supplies and equipment. Address Love Manufacturing Co., Johnstown, Pa.

FOR SALE: 1-5 ft. Dayton cream beater—direct drive with motor, in perfect condition with all new gears. Reasonable. Address E5413, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

BLANCHER: Jumbo whole peanut blancher in first class condition. Blanches 400 pounds per hour and yields 90-92% whole peanuts. This machine has been used very little, and for further details regarding price etc., write Superior Nut Co., Inc., 581 Rutherford Ave., Charlestown, Mass.

COOKERS: Two 25-gallon steam jacketed cookers, 1 aluminum, 1 copper for sale very reasonable. Address F6411, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

MACHINERY FOR SALE

FOR SALE: Two Iron Firemen Spreader type stokers. These stokers are in good condition and are a very economical and efficient piece of equipment. Address D4413, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

CREAM DEPOSITOR, steam kettles, revolving pans, caramel cutter, marshmallow and cream beater, enrober, chocolate melters, slabs and miscellaneous equipment. Martin Candy Co., 4015 Main St., Dallas, Texas.

FOR SALE: Werner 100 lb. double action marshmallow beater, Savage Papoose marshmallow beater, 150-gal. single action gum kettle. 400 lb. Werner cream cooler, 24-inch enrober. Inquire Palmer Candy Company, Sioux City, Iowa.

SUCKER MACHINE: One Racine duplex sucker machine complete with conveyor and electric blower. One Brach continuous buttercup and waffle cutter with conveyor and motor blower. Both machines in excellent condition and to be sold at a bargain. Address Purity Candy Co., 633 Laguna St., San Francisco, Cal.

FOR SALE: Forgrove Model 22B Hard candy wrapper and two Package Machinery Model SK kiss wrappers. These machines are practically new and we will sell at exceptionally reasonable prices. Address D4416, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FOR SALE: Hohberger continuous cooker, 1200 lb. cap. Hohberger seamless ball machine. Discontinuing this department and other miscellaneous machines. Must move immediately. Address D4417, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

MACHINERY WANTED

FLOOR MODEL caramel cutter wanted. Address H8417, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

ADJUSTABLE rolling or sizing machine, kiss cutting and wrapping machine, dip pop sucker machine or Racine sucker machine. Address H8412, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

WANTED: One Dreadnaught Friend hand roll machine. One late model 24-inch enrober, also automatic marker. Machines must be in A1 condition. Address Peacock Candy Co., 620 Second Ave., Des Moines, Iowa.

WANTED: Five foot Dayton Cream Beater. Advise condition and best price. Will pay cash. Address A1419 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

MACHINERY WANTED: Good condition used model S-1 Savage mixer and 4 foot F & B cream beater. Address I94016, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago.

MACHINERY WANTED: Revolving pans standard with or without coils for grossing, finishing and polishing, sugar and chocolate pan work. State make of pan, size, ratio of gear reduction, size of pulleys, condition of pans and lowest cash price. Address D4412, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

WANTED: Six revolving pans in good condition. Pay cash. Heller Candy Co., 11 West 42nd St., New York, N. Y.

HELP WANTED

CONFECTIONERY FIRM located in metropolitan New York—in business over 50 years—desires first class operating superintendent. Write stating age, experience in detail, salary expected, etc. Address G7411 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

MANAGER for candy factory with National distribution confectionery products. Reputable and financially sound concern. Applicants must excel in: 1. Merchandising Ability; 2. Creative Ability; 3. Personal Sales Ability. Consideration will also be given to organizing ability applicable to any department in the business. Salary and profit sharing arrangement. Position permanent to executive who proves successful. Address H8416, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

AN ALL AROUND candy maker wanted, who can make a complete assortment of high grade candies for a retail shop. Address H8413, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SUPERINTENDENT or foreman for licorice factory wanted, familiar with all types equipment used and formulas for making full line of licorice and licorice confections. State experience, names of former employers and salary expected. Address H8414, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

EXPERIENCED sales manager for well known firm manufacturing high class hard candies, chocolates and panned goods for New York area wanted. Address H84120, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

CHOCOLATE and pan foreman wanted. Experienced for high class goods. State reference and salary expected. Address H84121, c/o THE MANUFACTURING CONFECTIONER, 400 Madison St., Chicago, Ill.

POSITIONS WANTED

CANDY MAN with experience in general lines desires position with wholesale or retail firm. High class pkg. chocolate line, bulk goods, pan work, etc. Address H8415, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SUPERINTENDENT wishes to make a change. American, forty-seven years of age, thirty-three years in the business. Practical active candy maker of all staple lines, understands modern equipment and production methods. Good cost man. In my present position 3 years making short line of bars and chain store items. Wish to connect with house having live sales organization. Firm making general line preferred. Address G7413 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

RESPONSIBLE POSITION desired by one whose managerial experience in both the manufacturing and marketing of candy and food products is complete and oustanding. His history and credentials reflect his ability to show results. He has demonstrated himself to be an executive in possession of mature judgment and a desirable personality. His educational background and accomplishments qualify him for consideration by leaders in the food industry. There are no weak spots in his character, habits, or reputation. Salary secondary to opportunity. If you are interested, and desire further details, or an interview, address E5416, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

POSITION WANTED—Pan foreman 26 years experience. Expert in chocolate pan work, steam and cold, finishing and polishing general line. Best of references. Address L12406, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

Ready For Delivery—

OUTSTANDING MACHINES to Meet Present Production Requirements

(While Supplies Last)

DIRECT FROM FLOORS OF THESE PLANTS

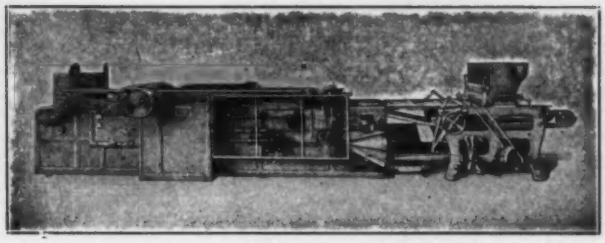
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Rebuilt Candy Machinery

ATTRACTIVE PRICES · RELIABILITY · PROMPT DELIVERY



Huhn Double Unit Starch Dryer, Cooler and Conditioner.



National Equipment Fully Automatic Steel Mogul



National Equipment 32" Enrober equipped with automatic temperature control, tunnel and attachment

PARTIAL LIST—SEND FOR LATEST CATALOG

SAN-MAN CHOCOLATES CO.

142-150 Orleans Street
Boston, Mass.

1—Friend Super Dreadnaught Plastic Center Machine, motor driven, with two extra dies.

1—Friend Leviathan Plastic Center Machine, motor driven.

1—Special 48" Bottom machine, motor driven, with 48" Feeding Table and 48" Cooling Tunnel 27 ft. long. (Used to half coat centers made on the Dreadnaught Center Machine.)

1—National Equipment Fully Automatic Wood Mogul, type AD, with extra Pump Bars.

1—National Equipment 24" Enrober equipped with automatic feeder, bottomer, 45 ft. Cooling Tunnel, and 10 ft. Packing Table.

1—Bentz Chilblast Air Conditioning System, type 2A9—with 3 H.P. Motor.

2—National Equipment and Werner Syrup Coolers and Cream Beaters.

1—Dayton 5 ft. Cream Beater.

1—Greer Crystalizing racks 30 Pan cap., 18½" x 10' x 6'4" size of racks.

15—Copper Steam Jacketed Mixing and Cooking Kettles.

6—Werner 150, 200 and 300 lb. cap., Cream Breakers.

1—Hansella Chocolate Foil Wrapping Machine.

2—Bunn Tying Machines, Motor Driven.

REPRESENTATIVE ON PREMISES

JOHN H. DOCKMAN & SON, INC.,

32-34 E. Montgomery Street
Baltimore, Maryland

1—Hersey Starch Drying, Cooling and Tempering Unit complete with cleaner, elevator, conveyors, temperature control unit and drives, also metal bin with feeder, and filter plates.

1—Gaebel Continuous Hard Candy Outfit, consisting of: Automatic Batch Roller, Heated Sizer, Plastic Cutter and Cooling Conveyor, equipped with Reeves Variable Speed Drive and three sets of chains.

2—Simplex Steam Vacuum Cookers complete with pumps and motors.

5—Package Machinery Co., Model K Kiss Cutting & Wrapping Machine, motor driven.

1—Werner Ball Machine with five sets of rollers.

1—Racine Model M Die Pop Machine with two extra sets dies, motor driven.

1—Racine Sucker Machine with clutch, motor driven, equipped with 24 ft. cooling conveyor and motor driven blower, continuous cutting and desirable duplex and single rollers.

2—Complete Pinwheel Caramel Units.

2—R. A. Jones and Co., Cartoning Machines, motor driven for 1c Mity-Nice Cough Drops, sets up, fills up and closes boxes.

27—Copper Steam Jacketed Mixing and Cooking Kettles.

18—Hubbert 38" Revolving Pans with Steam Coils.

1—York 6 x 6 Ice Machine, equipped with silent chain drive, 15 H.P. motor, with control, switch, grid, etc.

REPRESENTATIVE ON PREMISES

Well-known Modern Candy Plant

Located in Ohio
(Name withheld by request)

1—National Equipment Fully Automatic Steel Mogul, directly Motor Driven with Tex-Rope Drives.

1—Huhn Double Unit Starch Dryer, Cooler and Conditioner, direct Motor Drive—operating in conjunction with—

1—Allis Chalmers Centrifugal Starch Cleaner, with inter-connecting conveyors for continuous automatic operation with the Mogul and Huhn Conditioner. (Entire unit motor driven).

1—National Equipment Depositor, with special 14-outlet Pump Bar for depositing Cocoanut Ditties.

1—National Equipment 32" Enrober equipped with automatic feeder, temperature control and National Cooler and Packer with fin type cooling coils, motors and blowers for circulating air.

1—National Equipment 24" Enrober with Cooling Tunnel and Packing Table.

4—National Equipment 1000-lb. capacity Chocolate Melters.

2—Hildreth Form 3 Pulling Machines, Motor Driven.

1—Brach Late Style Continuous Cutter, directly motor driven, with 3-tier Cooling Conveyor.

7—Collum 3" x 8" Cooling Tables.

1—Savage 110-gallon capacity late style, Oval Top Marshmallow Beater, Motor Driven.

1—National Equipment Syrup Cooler and Jacolucci Cream Beater.

1—150-gallon double action Steam Jacketed Copper Mixing Kettle, 46" x 29".

1—National Equipment 50-gallon, double action, tilting Kettle, 3 speeds.

1—White 45" Paper Cutter.

2—Ideal Caramel Cutting and Wrapping Machine, ⅞ x ⅞" and ¾ x 1½" sizes.

INSPECTION BY APPOINTMENT TO SUIT YOUR CONVENIENCE

Act Now **VISIT THESE PLANTS or WIRE US FOR PRICES AND INFORMATION**

UNION STANDARD EQUIPMENT CO.

318-322 Lafayette Street NEW YORK, N. Y. Cable Address—"Confecmach"



POSITIONS WANTED

POSITION WANTED: A first class candy man. All lines up-to-date on production. Thoroughly familar on all machines. Have been superintendent of production for several years. Can produce a fine line of hand roll chocolate or packages. Have A1 references. Address G7403 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

VERSATILE YOUNG married man, ten years experience with both large and small wholesale candy manufacturers. Capable of cooking starch jellies either with or without a refractometer. Expert in cooking, handling and oiling starch jujubes. Also able pan man experienced in all phases of pan work, desires position as assistant superintendent, starch foreman or pan room foreman. Can you ask for more? I've done everything but sell the stuff. Address G7414, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

GRADUATE CHEMIST, 17 years' experience in nationally known Candy, Sugar and Food firms, desires position with candy manufacturer, for control and development work. Highest references. Employed now, but available immediately. Write or wire H84122, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SITUATION WANTED: The new item man, the man you always need, ten years experience in managing and supervising chocolates, soft and hard candies, wafers. Outstanding ideas in candy construction and packaging. Own formulas. Economical production, experienced in installing new departments. College graduate. Will go anywhere. Address D44111, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

POSITIONS WANTED

POSITION WANTED—First class all around candy maker capable as foreman or assistant superintendent. Thoroughly experienced minute knowledge of all methods and machines. Well versed in chain store quantity or high grade retail lines. American—40—of good habits. Good reference. Address L12402, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: Superintendent, production engineer, practical candy man thoroughly experienced in all lines of high class package and chain store production. Efficient handling of equipment and personnel with production and cost control that will reduce costs. More than 20 years experience. Can create new items. Married. Address D4419, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

PAN MAN SPECIALIZING over 20 years in all types of pan work, with suggestive background and ideas. Qualified to take charge. Wishes to hear from prospective employer. Address F6412, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

GRADUATE CHEMIST and technical candy man. Now employed by one of largest confectioners. Raw materials, product development, quality of production, vitamin and medicated goods. Position as chemist, assistant to president, or assistant superintendent. Address E5415, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

POSITION WANTED — Pan foreman 26 years experience. Expert in chocolate pan work, steam and cold, finishing and polishing general line. Best of references. Address L12406, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

POSITIONS WANTED

POSITION WANTED: Retail and wholseale candy maker of broad experience, age 38, desires a connection as a working superintendent in a progressive retail store or medium size factory. Have creative ability. Can supervise help efficiently, figure costs and produce the finest of confections. Have also a knowledge of ice cream production and kindred products. Employed at present. Will go anywhere. Address J10397 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SUPERINTENDENT OR ASSISTANT SUPERINTENDENT. Twenty-five years of experience including 15 years of supervision in general line of confections wholesale, retail and chain stores. Specialized in hand roll chocolate or packages, creams, nougats, marshmallows, soft cream goods, bars, jellies. Capable of producing quality and quantity at minimum cost. Efficient with personnel and can create new items. Have an extensive line of formulas and I am thoroughly familiar with all modern machinery and can place and set up same. Steady and industrious. Best of references, go anywhere. Position must be steady. Address K114013 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: Candy maker foreman now available. Twenty-five years retail and wholesale experience. Can produce quality merchandise. Address D4418, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.



SALES REPRESENTATIVES

BROKER WITH associate, covering metropolitan district of New York calling on the confectionery jobbers, food distributors, chains, department stores and exporters, is seeking a general line of confectioner or specialties. Reliable service Guaranteed. Address H8419 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

EXPERIENCED, energetic broker covering metropolitan district of New York, wants items for the confectionery jobbers, 5 and 10c chains, super markets and exporters with New York offices. Best of references. Address H84110 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

RELIABLE CANDY BROKERS WANTED: Fast growing Pennsylvania manufacturer specializing in penny goods that sells has opening on January 1, 1941 for the following states; Ohio, West Virginia, Michigan, Illinois and New York, Address Brackenridge Nut and Candy Co., Brackenridge, Pa.

FACTORY REPRESENTATIVES guarantee 100% coverage in New Jersey and surrounding area. We definitely can multiply your volume through our concentrated sales efforts. Sanco Sales Co., 128 Market St., Newark, N. J.

SALES REPRESENTATIVES wanted with active accounts for Rotogravure Printing on Cellophane, acetate "Pliofilm." All parts U. S. A. Reliable eastern concern. Address F6413, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SALES REPRESENTATIVES: Profitable complete side line of ribbons. Every confectioner uses! Repeater! Good commission. Compact catalog. Address B2419, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SALES REPRESENTATIVES

RELIABLE CANDY BROKERS WANTED: Outstanding Chicago manufacturer, specializing in hard and filled candies, fast selling pop line, and other hard candy specialties, will have territories available for January, 1941. Excellent opportunity for live brokers handling non-conflicting lines. Address K11406, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

WANTED: Salesman calling on Retail Bakers, Confectioners, Dept. Stores, etc. in southern states, to represent as a side line manufacturer producing novelty line considered finest of its kind in the United States. Address A1411 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

MISCELLANEOUS

OPPORTUNITY: Wanted party to purchase interest in old established, nationally known Iowa firm making high grade candies, for the better trade, wholesale and retail national distribution. Person wanted should be able to give service in addition to his investment. Address C3414, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago.

WANTED TO PURCHASE, rent or become active partner in small, well equipped factory, preferably on West Coast, other locations also considered. Party interested is candy production expert. Write full details, price etc. Address F6415, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FIVE-YEAR LEASE. Proven Value, perfect for retail candy. 500' street shop, same basement, Rochester N. Y's busiest retail center. George E. Schantz, 173 Meigs St., Rochester, N. Y.

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

"Cellophane" BAGS

SHEETS•ROLLS•SHREDDINGS

Cellophane rolls in outer boxes 100 lb. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons-All Colors & Widths — Scotch Tape Clear & Colors

Diamond "Cellulose" Products

Harry L. Diamond
Sales Representative
1409 So. Michigan Ave. Chicago, Ill.

WILL SELL piecemeal or entire factory, or will consider partner. Factory can be started at once. Steam kettles, chocolate kettles, cream beaters, caramel, nougat, mogal, enrobers, etc. Come to Cleveland for inspection. Wire or write. The Max Glick Co., Cleveland, Ohio.

WE OFFER MILLIONS of glassine bar wrappers at 25 cents per thousand. Act quick before they are sold. The Max Glick Co., Cleveland, Ohio.

LINES WANTED—Salesmen covering state of Pennsylvania excluding the city of Philadelphia is in position to take on a representation short line or several outstanding specialties on straight commission basis. Sixteen years experience contacting jobbers, syndicates, department stores and super markets. Territory covered closely and regularly by automobile. Very large personal following with the trade. Can give merchandise of merit through distribution. Address L12403, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago.

TOO LATE TO CLASSIFY

HELP WANTED: Working foreman for Cream, Gum, and Marshmallow Departments. Also a Mogul operator. State age, experience, references, and wage expected. For factory located in Middle West. Address H84123, c/o THE MANUFACTURING CONFECTIONER.

Look into this BIG improvement in BAR wrapping *now*...

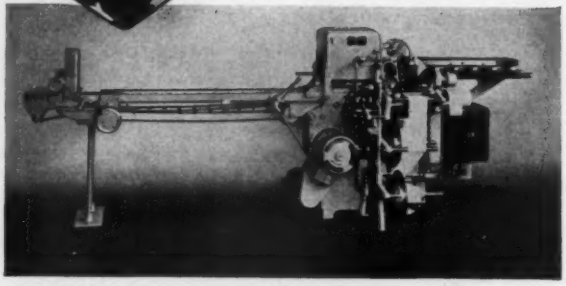
Perfect wraps of uniform size, no matter how irregular bar may be.



Introduced but a few months ago, this extremely modern bar wrapper is already serving some of America's leading bar manufacturers . . . Uniformly sized, perfectly formed wraps are produced over the most irregular bars — a real selling advantage for goods *on display*. And the special "tuck-in" fold at end of bar will not come loose in handling, nor jam vending machines.

Quickly adjustable, the DF can wrap a great variety of sizes, and uses any of the currently popular wrapping materials. Electric Eye keeps printed wrappers in perfect register.

A straight-through machine, extremely narrow in width, the DF can be placed close to and parallel with the enrobing belt, enabling the operator to feed bars with minimum effort. Speeds up to 115 bars per minute.



NEW Model DF (Die Fold)
Quickly Adjustable

Write for our new DF folder giving full particulars

★ **DEFENSE WORK** ★

We, as well as other machine makers, are filling heavy demands for defense work. You will help your Nation, yourself and us by anticipating your own requirements for machines or service as far in advance as possible.



PACKAGE MACHINERY COMPANY, Springfield, Massachusetts
NEW YORK CHICAGO CLEVELAND LOS ANGELES TORONTO
Buenos Aires, Argentina: David H. Orton, Maipu 231
Peterborough, England: Baker Perkins, Ltd.
Melbourne, Australia: Baker Perkins, Pty., Ltd.

PACKAGE MACHINERY COMPANY
Over a Quarter Billion Packages per day are wrapped on our Machines

Tricks in transparency

Wrapping and tying in the retail shop

by ALICE E. RILEY

E. I. DuPont de Nemours & Company

In the retail candy shop where customers come to get "home-made" candy, they also like to see the little "homey" touches in the store and on the packages they buy. Psychologically, this is the basis for much of the success of the retail shop. The so-called "home-made" candy may all be made by regular production methods, perhaps even machine-made, but the entire atmosphere surrounding the retail shop is in keeping with what we like to associate with the idea of "home" or "home-made." So, in offering our candy to the buying public, we must try to add that "homey" touch to everything we do in the shop. Little tricks of packaging go a long way toward creating that atmosphere, and these tricks are fairly simple to accomplish.

In the following illustrations and in this article, are several suggestions which the retail shop owner or manager can apply to promote sales appeal in his candy. In this particular case, the suggestions cover transparent cellulose film only, but there are also a great variety of things along similar lines which can be accomplished with paper and ribbon. Giving the smaller, likely-to-be-overlooked candy items a dressed-up appearance through their containers goes a long way toward compelling the attention of buyers and may often even produce sales leaders from items that have been slow to move.

Gay ribbons and sheets of colored "Cellophane" cellulose film as shown can easily convert a bit of candy into a package with irresistible eye appeal to say nothing of enhancing the taste appeal of the candy by retaining its fresh flavor and cleanliness through its crisp sanitary wrapping.

One of the easiest and most attractive methods of dressing up a package of candy is through a colorful and neatly tied "Cellophane" ribbon bow. It can be used effectively on all types and sizes of packages from the tiny item retailing for ten cents on up to the larger more expensive package. And it's no trick at all if one follows directions.

How to Tie a Ribbon Bow

In tying a "Cellophane" ribbon bow for the candy package, first tie the ribbon around the package, leaving two loose ends at the knot. To make the bow, form a loop of ribbon, keeping right side up and pinch together at the point where the knot would come. For the second loop, bring ribbon around in opposite direction and pinch again. You can make as many loops as desired to form a rosette. Then just place the bow or rosette on the package at the knot and tie it securely with the two loose ends. The bow may be flattened for shipping if necessary and still hold its shape.

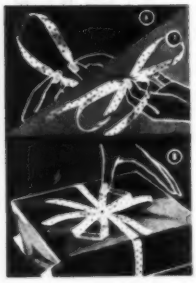


Illustration "D" shows candies and other foods in wraps and trimmings of cellulose film which provide distinctive Christmas gifts. Note especially the triangular fudge package edged with a sparkling garland and the oblong fudge package tied with a colored "ribbon."

Two-Tone Package

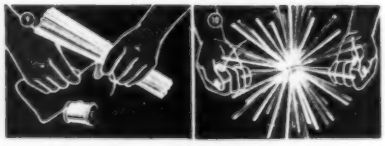
The two-tone package is always effective and is very easy to make. (See Figures 1-5.) In fact, making a two-tone color effect with one sheet of colored "Cellophane" is just as simple as the ordinary box wrap. Just make sure the sheet is large enough to go around the box once and half way around again. Start by attaching the end of the sheet at the center of the box top with scotch tape to prevent the sheet from slipping. A small piece of tape used on each end of the box will fasten it even more securely and make for a neater wrap. Then wrap the sheet around the box one and a half times, sealing it on the bottom. The overlap will give the second color and complete the two-tone effect.

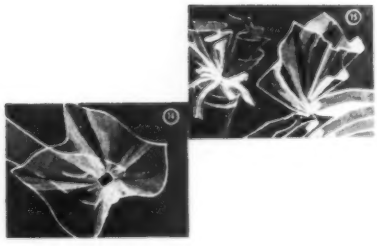






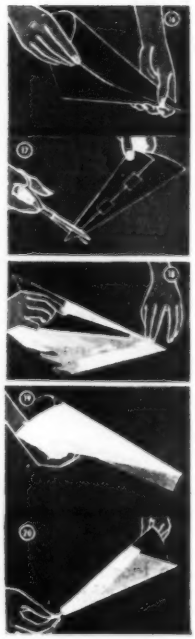












A feature of the duPont booth at the Confectionery Industries Exposition in June was the package tying demonstration in which Miss Martha Berg, a packaging stylist, showed how quickly and easily fascinating special wraps for gift and holiday purposes could be made from printed and colored cellulose film. So we asked for an article on this work which we reproduce here especially for the Retail Candy Manufacturers.

At the left are diagrams and illustrations which demonstrate the various steps of the procedure described in the article.

Wrapping Enhances Hard Candy Jar

The plain glass jar of hard candy is easily converted into an attractive package with a wrapping of "Cellophane" and topped off with colorful flares of the film. The one shown in illustration (Figure F) adds a further decorative note through the use of a novelty "Cellophane"—an appliqued design of blue rayon stripes on a clear transparent ground. The jar of candy is placed in the center of the square, with long ends of the wrapping left when brought to the top and which serve well as an anchor to which the various colored flares are tied. Flares used in this package are red and amber. To shape into flares, a small piece of mint candy is first placed on the center of the square and then the "Cellophane" is twisted to hold the candy firmly. The flares are then easily tied in place with cord of "Cellophane."

Glassips Pompons for Gift Packages

There's a knack in making Glassips pompons which may well be used to decorate a candy package if one wishes to give it a really festive look. Fifty Glassips are an easy number to handle. However, for a small package half the number is sufficient. Also, if a small pompon is desired, the Glassips may be cut in two. Then hold the Glassips in one hand with the ends even and wind cotton-covered wire twice around the center. Then pull hard on the wire, fasten with a twist, and knot. (Figures 9 & 10.) Tightening the wire spreads the Glassips in a pompon effect. Cut off the ends of the wire and tie a cord or ribbon over the wire, leaving ends long enough to attach to a package.

Cornucopia—A Favorite for Small Package

Perhaps it's the traditional heritage of the Horn O' Plenty that has continued to keep the various versions of this type of container one of the most popular of packages. And the nice thing about it is that it is so simple to make. To make a neat cornucopia it's best to have a pattern. For this cut a 9-inch square of flexible cardboard and roll into a cone (Figures 16-20). Fasten firmly with scotch tape, and cut about one inch off the point of the cone. This cone pattern can be used in rolling all your cornucopias.

Then place the pattern cone on a square piece of "Cellophane" about one inch from a corner, and roll the cone and "Cellophane" together. When completely rolled, twist the "Cellophane" at the end where the cone is cut away. Then slip the cone pattern out and the cornucopia in its crisp, glistening color is ready to be filled with candy.

Added Flares for Package Interest

Odd pieces of "Cellophane" left over from the packages can be used to advantage as additional flares for candy packages. Simply cut them into approximate squares. Then holding the square in one hand place a piece of candy in the center and gather the "Cellophane" over the candy (Figures 14 & 15). Twist the candy slightly to hold the "Cellophane" in place, and tie securely with cord, ribbon or wire. These little flares can then be attractively attached to any package.

Odd Shaped Packages

Odd shaped packages of all kinds and sizes enhance sales appeal through wrappings of gay and colorful "Cellophane." Dolls, dogs, clowns and all sorts of little toys and trinkets may be used to give a cheerful note to packages of this type. The doll figure which is always a favorite adds immeasurably to the little package shown in illustration C. This package, which is a cylindrical box of candy, is first wrapped with wads of crushed clear "Cellophane" and then covered with a novelty "Cellophane" featuring appliqued white rayon stripes on a deep blue ground. The arms and hat are made of the clear "Cellophane" rolled over a dowel stick and pushed together. The head is made of a cotton ball covered with the clear "Cellophane." (See also Figures 11-13.)

A toy drum makes a jolly little candy package when neatly wrapped. The one shown in the illustration is made of a cylindrical box covered with yellow "Cellophane" with top and bottom bands of the red film. Clear "Cellophane" is placed over the open top. The lacings are of blue and silver striped scotch cellulose tape.

So simple a bit of candy as the lollypop becomes fairly glamorous when dressed up like the one shown in illustration C. The head of this chocolate lollypop features "mammy's" bandanna—made of red "Cellophane." The base is inserted in gumdrop wrapped in the amber film. The arms are made of pipe cleaners.

The simple stick of candy is converted into a candle stick in holder through a twist of "Cellophane" here and there. As shown here the candle is a stick of lemon candy wrapped in the clear "Cellophane" and inserted in a circular container of corrugated cardboard. The handle is a pipe cleaner inserted in a red Glassip.

Even Fudge May Be Appealing

Plain old fudge that recalls high school days, church bazaars and what not, takes on real candy personality through packaging. The box of fudge in illustration E takes on new interest through the shapes and arrangement of the candy—the squares of dark fudge and the triangles of light fudge are placed in a wreath design. It becomes doubly interesting in being placed on a bed of shredded green "Cellophane" and the bow of "Cellophane" at the top of the wreath. The box is then wrapped in the clear film and banded at the sides with ribbon.

The triangle fudge package shown in D has a foundation of corrugated cardboard. The package is wrapped first in clear transparent "Cellophane" edged with blue and silver garlands combining "Cellophane" and tinsel. The package is then wrapped again in the clear film, bound at the edge with silver scotch tape and topped with a pompon fashioned from the garland.

For the oblong fudge package shown in D, the candy is placed on a base of corrugated cardboard and wrapped in clear film. The package is then placed in the center of a large piece of clear cellophane with patterns if desired and under this sheet a piece of amber "Cellophane" of the same size. The corners are pleated and tied with red and silver ribbons.



Two outstanding multi-unit candy packages viewed by the clinic this month. The package at left contains three individual box packs. That at right features a common cover and lower unit for two 1 lb. assortments.

Candy Packaging Clinic . . .

CONDUCTED BY CANDY PACKAGING BOARD OF THE MANUFACTURING CONFECTIONER

Clinic Meetings of the Packaging Board are held Quarterly at M. C. Chicago Offices on 15th of the following months: January, April, July, October

Fruit Bar

2 oz.—5c

CODE 8141—Description: 24-count carton for counter display. Die-cut and scored so that the lid forms the "flag" on the display. For shipping, this carton is provided with a cardboard sleeve. The bars are wrapped in opaque glassine having a large brown area on which printing is in white, blue and orange, with white flaps for folding at the edges.

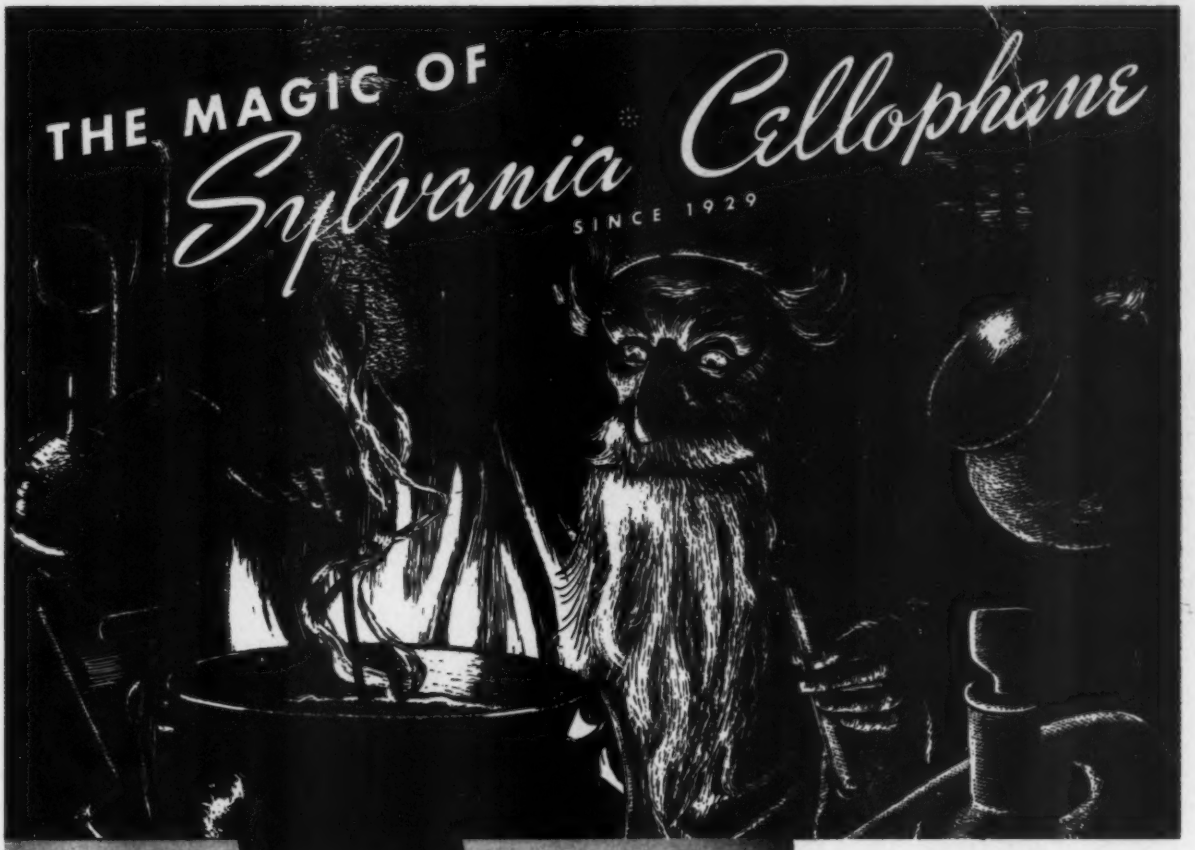
Design: (Display Carton) Die-cut "half-moon" rises vertically when the top flap is folded to form the carton flag. This flag is divided in half diagonally, one portion white, the other light blue. In the half-circle is a figure of a ski jumper, projecting from the blue into the white area. The name of the bar is underneath this figure in large block letters outlined in orange with the price of the bars in large block letter in solid orange at left. Other smaller lettering is in white and orange. (Bar Wrap) Printed glassine the main area of which is brown, with a border of white (about 1½ in. wide) all around. The same ski jumper is used on the bar wrap in the same position as on the carton flag, but this timethe figure is placed at the left of the main panel, with the name of the bar to the right of this. There appears to be too much "copy" on the bar wrap itself, which gives it a crowded appearance. The color on this wrap is goo but a re-arrangement of the main features to appear on the panel might give it a more arresting appearance.

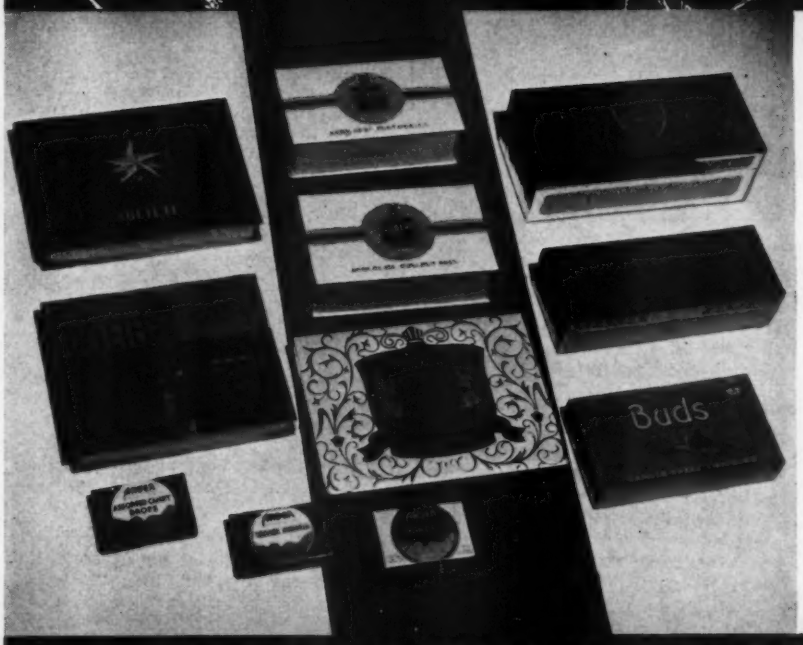
Remarks: A much more striking carton "flag" could be designed by taking the same elements now used, but rearranging the color areas and some of the principal features used on the flag. Carry out the entire circle at center in a golden orange. In this circle show the ski jumper coming directly at you as you face the box. Give a perspective appearance of a ski run right down the center of this panel, narrow at the top and broadening out to full width at the bottom. Make the triangular areas at left and right the same blue as you now have at the left of this area. Feature the name of the bar in prominent letters in the broad white area of the ski run. Feature the price in both the blue areas at either side. Arrange the other "copy" to balance with these main features.

Criticism of Bar Wrap: As has been mentioned, this wrap is good in its color and in its general appearance, but it has the appearance of being crowded with copy that is of little consequence and adds nothing to the attractiveness. The name could be eliminated from the end-panels, for instance, since the customer cannot see it anyhow. Then, it might be possible to make the bar appear longer if the two words of the name were tied together (still remaining on two lines, however) by bringing the illustration to the center in a circle joining the two words. Thus the one word would be on a line at upper left, the illustration would be at the center, and the second word of the name at lower right. This would give two areas at lower left and upper right in which other required information could be brought in, compactly and with less confusion. This bar is good eating, especially when it has been cooled in a refrigerator, and in that respect, the feeling of coolness brought in the name and the illustration are well done.

THE MAGIC OF *Sylvania* Cellophane

SINCE 1929





SYLVANIA cellophane is the modern touchstone, transforming the drab products of our machine age into sparklingly desirable merchandise. Whether it be foods or textiles or tools, SYLVANIA cellophane protects and beautifies everything it wraps. Modern merchandisers turn more and more to SYLVANIA cellophane to give their products important sales appeal. Write for samples.

Copr. 1941, Sylvania Ind. Corp.

SYLVANIA INDUSTRIAL CORPORATION

Executive and Sales Offices: 122 E. 42nd Street, New York — Works: Fredericksburg, Va.

Branches or Representatives

ATLANTA, GA. . . . 78 Marietta Street
BOSTON, MASS., 201 Devonshire St.
CHICAGO, ILL., 327 W. Randolph St.
DALLAS, TEX., 812 Santa Fe Building
PHILA., PA., 260 South Broad Street

Pacific Coast
Blake, Moffitt & Towne
Offices & Warehouses in Principal Cities

Canada
Victoria Paper & Twine Co., Ltd.
Toronto, Montreal, Halifax

"SYLVANIA" IS A REGISTERED TRADE MARK FOR CELLULOSE PRODUCTS MANUFACTURED BY SYLVANIA INDUSTRIAL CORPORATION



Cherry Bar

1½ oz.—5c

CODE 8241—Description: 24-count square carton printed in red. One half the upper panel is covered with a triangle of golden paper printed with illustrations of cherries on twigs and cherry blossoms. On the box viewed by the Clinic, the triangle was on the box upside down, but on the duplicate it was right side up, leading to the surmise that these illustrations come in full square sheets and are then cut in two and pasted on the box. Thus, half of the triangles used would be right side up and the other half, upside down. The bars themselves are wrapped in attractive tin-foil wrappers printed in green and red and are very attractive—much more so than the carton in which they are packed.

Design (Bar Wrap): A good clean-looking design which makes for an attractive bar. The maker's name and the name of the bar itself appear in red lettering. The cherries shown in the small illustration are also red, everything else in green (leaf on cherry twig, and other lettering). On a bar with a roundish shape, this wrap and its design show up very well.

Remarks: This is a good eating bar attractively wrapped. The carton is a very cheap job and might easily be improved to bring it into line with the units which it contains. The carton itself is divided with criss-cross dividers into four compartments each in two layers. The dividers are of chipboard, as is the layerboard. This carton is arranged to be used as a set-in display, using the cover as the base. It might be well to provide the dealer with an attractive card which could be placed in the upper end of the box, to arrest the attention of the passer-by. At present, the foil wraps are the only attention-getting part of the entire assortment.

Chocolate Whips

1 lb.—29c to 35c

CODE 8341 — Description: Cellophane-wrapped telescope box covered with embossed paper printed in brown. The box is of very low-cost chipboard.

Design: At the left running diagonally across the upper left corner is a lace-like printed ribbon. Into this, in an oval that is wider than the ribbon effect, is a photograph of a baby. At the right of this illustration and running down the right-hand side of the box, are three bands printed to resemble solid ribbon in light brown, with the words "Assorted Chocolate Whips" carried, one on each band, in darker letters shaded at the left in the natural paper color. A scroll effect at the bottom of the main panel and running down to the forward side panel, contains the list of ingredients. The trade mark is at the lower right.

Appearance on Opening: Somewhat disappointing. You expect something else than the huge pieces of chocolate candy wrapped in vari-colored wax wrappers and scattered aimlessly. The box top copy says the assortment includes five flavors of centers. The manufacturer has tried to convey this information by using different colored wax paper wrappers on the pieces: white, orange, brown, red and yellow. But the candy just seems to be thrown into the box.

Candy: Fair eating.

Remarks: This box is definitely slack filled as it is now being handled. Use of even a cheap set of dividers and layerboard would completely eliminate that appearance, the Clinic believes, and would improve the appearance of the contents materially. As it now stands, the box gives a slip-shod appearance as though the manufacturer were merely content to get this candy into any kind of a box and get it out of the plant. Even cheap candy can be made attractive, and in this particular case, making the box attractive may also have the very practical purpose of putting it within the legal limits of Food-Drug Act requirements as to standard of fill.

Tandem Twins

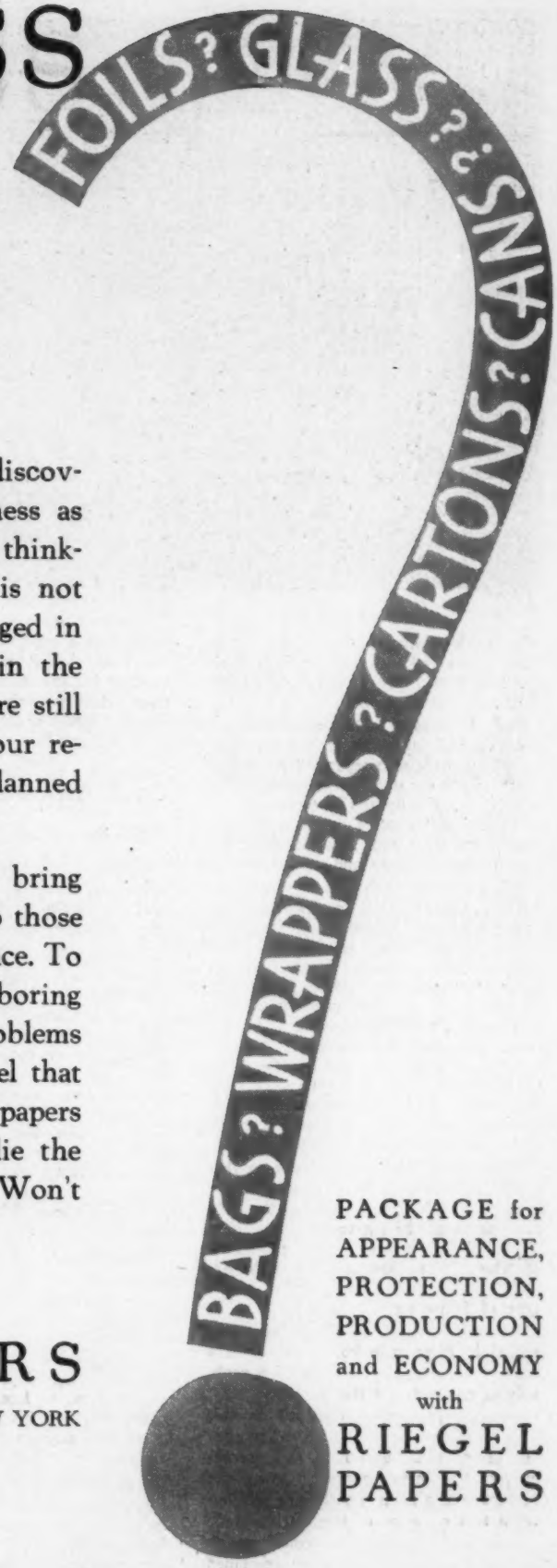
2 lb.—$1.50

CODE 8441—Description: Twin one-pound boxes of chocolates, one containing light and the other dark coated miniatures, with a common cover of white board covered with highly glazed red stock embossed in gold. The individual boxes are covered with this same glazed stock, one in red and the other in ivory, and the bottom unit, conforming in size and shape to the cover, is covered with ivory glazed stock.

Design: Design consists of a gold embossed cameo seal at the upper left of the cover, with the words "Miniature Chocolates" in embossed gold at lower right. The ingredients list is printed at the lower left and runs off the main panel to the side panel. The individual boxes, when sold separately as one pound units, have individual covers which conform to this general design layout.

Appearance on Opening: One box of milk coated miniatures with a variety of centers, including bonbons, fruits, nuts, creams, etc. One box of similar pieces

BUSINESS AS USUAL



NO! Many manufacturers have discovered that the slogan, "Business as Usual," contains more wishful thinking than fact. Unfortunately, business is not "as usual." For some it has already changed in kaleidoscopic fashion, but most of us in the packaging field—users and suppliers—are still able to make necessary adjustments of our requirements in a gradual and carefully planned manner.

We feel these changes will frequently bring better and more economical packaging to those who have prepared themselves in advance. To this end our technicians have been laboring long and hard. They have solved many problems—many remain to be solved—but we feel that somewhere in our line of 230 special papers and in our most recent research may lie the solution to your changing requirements. Won't you write us today?

RIEGEL PAPERS

RIEGEL PAPER CORP., 342 MADISON AVE., NEW YORK

PACKAGE for APPEARANCE, PROTECTION, PRODUCTION and ECONOMY with RIEGEL PAPERS



with dark coatings. Candy is excellently made and tastefully packed. Each box has three layers, separated by padding and waxed paper.

Box Findings: Glassine-underlined embossed padding above each layer. The inner layers are also separated by waxed paper. Cups are of white glassine. White layerboard. On the top of each box is a package insert containing the manufacturer's guarantee, plus illustrations of the head of the company and a view of the company's new plant.

Sales Appeal: This tandem unit has been used by the manufacturer for about a month, and sales to date are very gratifying, they report. There is something about this twin set-up idea which is very appealing. Ordinarily, of course, this unit is to be sold as is, but it is conceivable that the dealer might order out a set of extra covers for the individual boxes and sell them individually or in combination. Either way, the box, the pack, and the quality of the goods will build a most satisfactory volume.

Display Value: This design puts this candy definitely in the "class" market and as such, the single boxes or the double unit would be shown in a quiet display designed to create that impression of "class." The box colors and the design lend themselves very nicely to this type of featuring.

Remarks: The candy is very well presented in these twin boxes set up in a tandem cover and unit. The idea probably is not new, yet the accomplishment of a neat packaging job such as this without disturbing the straight-line production of this plant is a real accomplishment. These one-pound boxes can be packed as a routine packaging job, but when two or more of them (the Clinic presumes the combination could go up to five one-pound boxes) are combined so well in a really outstanding package, the whole job is well worthy of comment and commendation. We predict a good future for this packaging idea, and for the candy which is being merchandised through it.

Oval Assortment

2½ lb.—$1.50

CODE 8541—Description: Oval tin, cellophane wrapped, lithographed in orchid and white. Tin top is in orchid, white, blue, green, brown and red (pink).

Design: Illustration of the tin top is on an orchid background outlined with a narrow blue band. The edge of the tin top is white. The illustration consists of a very well done reproduction of a sprig of roses with their brown stems, green leaves and delicate pink and red blossoms. Two drops of moisture on the roses add just the right touch of reality. The box proper is edged in white and has white lettering containing the manufacturer's name, address and other information running completely around the box. The narrow, sans serif lettering is in excellent taste.

Appearance on Opening: A deluxe assortment of almonds, pecans, brazil nuts, pineapple, cherries, and hard and chewy pieces coated with dark and milk chocolate. There are two green panned almonds, several nut-topped pieces, three non-pareil topped pieces and three silver foiled pieces to lend interest to the appearance of the pack. Size of pieces is good and stringing and gloss are excellent. An execellent buy at the price.

Box Findings: Embossed, glassine underlined padding over top layer. There is also a box insert containing manufacturer's guarantee and on the slip are a picture of the head of the company and the manufacturer's new plant. Corrugated wall liner completely around interior of tin. White glassine cups; foil on several pieces, and the nut roll pieces are individually wrapped in transparent cellulose. White layerboard separates the upper and lower layer, as does another oval embossed, glassine-underlined pad.

Sales Appeal: Excellent. Displayed open or closed, the box will undoubtedly attract the attention of the passing customer. In general, the use of orchid for candy boxes might be frowned upon, but in this case just the right shade seems to have been found, and there was none of the usual repugnance to the color in this case, a poll of the Clinic revealed.

Display Value: Also excellent. The candy is well made and the package is artfully planned to give plenty of appeal and variety in its appearance.

Remarks: The Clinic unanimously called this an excellent package from every standpoint. One member suggested that the flatness of the box edge might be remedied by lithographing a delicate lace edge completely around the upper edge to get away from the flatness of the orchid. If this can be done without additional expense, it might be tried for effect. However, just as it is, this package is outstanding.

Assorted Candies

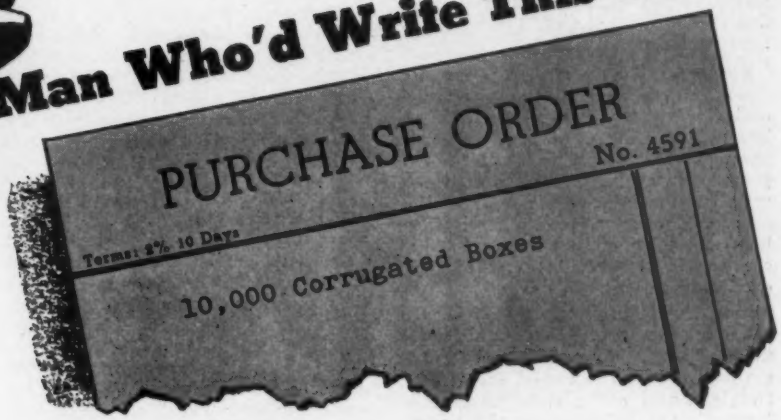
1½ lb.—$1.50

CODE 8641 — Description: Single-layer telescope box with an area of 12 in. by 8 in. Lower portion of box is in brown (sepia) solid. The box top is ivory, with brown imprint in two shades.

Design: The box top is made to appear like a wooden box through use of fairly wide parallel lines at each end re-



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sembling soft-wood grain. The larger center panel is plain ivory, outlined with a dark brown jagged line where this area cuts into the grain effect. Thus, the center panel looks like a label wrapped around a wooden box. In this main panel are modernistic line sketches representing flowers and ferns and underneath this in delicate lettering, the name of the manufacturer.

Appearance on Opening: The box is divided into two equal parts by a diagonal divider. One half contains chocolates of excellent gloss and stringing, having a variety of centers. The other portion contains nougats, nut rolls, caramels, fruits and chewy pieces. There is a beautiful contrast between the chocolates and these other candies, and the entire pack is tastefully arranged and excellently planned.

Box Findings: Glassine-underlined pad over entire pack. Completely around the candy is a brown, soft-paper liner the flap of which is cut off diagonally and imprinted again with the manufacturer's name. To protect this paper liner from soil by the candy, are two-way liners of cellophane. The chocolates are in brown glassine cups, the other candies in white cups. One piece is foiled, several others are wrapped in their own cellophane wraps, and underneath the pack is a soft tissue pad, for protection. The cellophane liners are held together by a flat seal of chocolate imprinted with the maker's name.

Sales Appeal: This is a beautiful assortment, one of the best retail packages the Clinic has looked at this year. It has class, it has quality, and it clearly indicates care of planning and of pack. Should be a good seller for summer trade, or for year-round trade.

Display Value: The display value of a retail shop package is largely in the appearance of the candy itself and the way the pack is arranged. Retail shop boxes need not be striking in themslves, but they must achieve dignity and a quiet atmosphere of quality. This one does all of that, even though nothing on the exterior of the box indicates that it is candy.

Remarks: At first glance this box might be thought to hold fine writing paper, fancy lingerie or even high-priced soap. However, it must be remembered that the box is designed for sale through the manufacturer's own store and as such, it has already been identified with candy. Therefore, the failure to indicate somewhere on the box that this is candy is not of great moment in this particular case. For sheer "class" without ostentation it rates a high place in the Clinic's category of retail shop packages. The candies carry through beautifully on the "class" and quality promised by the exterior.

Ham Bar

2¼ oz.—5c

CODE 8741—Description: Counter set-up carton containing 24 bars shaped and wrapped to resemble small hams. The carton top folds to form a "flag" the main portion of which is an exact reproduction of the bar wrap. The bars are wrapped in opaque glassine printed in blue and red.

Design: The Clinic agrees that the all-over decorative effect of the carton is in keeping with the idea being promoted in the entire set-up of this novelty bar. The front side of the carton has a country scene, the side panels contain small reproductions of the bar and descriptive copy. The bar wrap itself has been executed to represent as closely as possible the wrap used on one of the country's better-advertised hams.

The Bar: Milk-chocolate coated malted milk chocolate center. There is also a chewy core down through the center which is to resemble the bone in a real ham. The bar is not particularly good eating, but may appeal to the younger buyers because of its novelty features. The Clinic has no information on the volume this item is achieving, but as a novelty item it should have fair sales appeal.

Remarks: In conformance with the Food-Drug Act requirements on labeling, the Clinic feels that the word "candy" should be given equal prominence with "ham" on the bar wrap. To the buyer of bars—the buyer of bars is an impulse buyer—there isn't enough prominent information on the carton or on the wrap to indicate that this is candy and not meat. As a matter of fact, certain meat products, like cold cuts, bacon, etc., are





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often put up and displayed on food store counters in cartons so nearly like this, that these bars might easily be mistaken for that type of food product. It is a good plan, occasionally, to come out with a novelty item such as this, but if we are selling candy, let's sell candy.

Peanut Roll Bar

2 oz.—5c

CODE 8841—Description: Cardboard shelf display carton in red, white and blue, containing 24 nut roll bars with chewy centers wrapped in transparent printed cellophane wrappers. Printing is in blue and white.

Design: The carton top achieves a very striking effect by the use of diagonal parallel lines of red, between areas of solid white and blue, with blue stars printed over the white areas. The price is at upper left and lower right in large red letters inside huge white stars outlined in blue. The name of the bar is across the center in large block white letters shaded in red, with captain's shoulder insignia in white against a red field at left and right of the name. The word "bar" is underneath this at the right in script reverse lettering. The bar wrap features the name in white letters outlined in blue, with other incidental information appearing in blue and white type on the side panels.

The Bar: This bar is no different from many other nut-roll bars on the market and is as good eating as most. Use of salted nuts adds to its eating appeal.

Remarks: The Clinic believes the carton is well done, but the thought occurs that it is rather useless to put so much into a carton cover which will be used as the bottom of the display when the dealer sets it up in his case or on his counter. In other words, the good effect created for the carton top is gone as soon as the box is put on display. Better it would be to improve the bar wrap itself, for the present wrap is definitely weak in appeal. Perhaps a coated cellulose in solid white, with a blue area for the main panel, and with the name of the bar in large white letters outlined in red would give much more "punch" where the punch is needed, namely in the bar wrap itself. For the bar wrap is seen, while the carton top is not seen once the display is set up.

Chocolate Almond Bars

1⅜ oz.—5c

CODE 8941—Description: The Clinic's report in this case covers three separate units of packaging involved, namely, the shipping case, the set-up carton and the bar wrap. Note from the illustration that the design of the shipping case is so arranged that there is a continuous message when the cases are stacked. We believe that the idea is good, but on a shipping case it seems to have been mis-spent, for the public rarely sees these cases. It is an excellent idea when applied to shelf items. However, we commend the manufacturer for pursuing a definite packaging idea all the way through from product to shipping case.

Display Carton: Square die-cut cardboard carton the top of which is folded back to form a flag. It is printed to give the appearance of a basket weave in two colors, yellow and brown. Lettering appears in reverse yellow. On the flag, some of the copy is printed in a pale green that matches well with the dark brown background. Name of the bar is prominently displayed on the flag, and the price has equal prominence in a brown circle outlined in green at the right of the flag feature. Of unusual importance on this 12-bar carton is the fact that the flap has been cut and one side of the carton slit to permit this flap to slide through and become a handy carrying handle—which is a direct answer to the appeal of "Buy the handy pack" printed at the upper edge of three side panels. The carton contains also an insert on which are printed several recipes showing how these bars may be used for household cooking or baking specialties.

Bar Wrap: Opaque glassine printed with the same basket weave as on display carton, in yellow and brown. A single green band across the lower portion of the main panel contains copy

which further describes the contents. Running from top to bottom through the center is a solid brown band on which the name of the bar is in reverse yellow, as is other incidental copy. The bar itself is good quality, very rich, and excellent eating. There is an inner parchment wrap, as well as a square of waxed layerboard underneath each bar.

Remarks: The Clinic feels that somewhere, both on the display carton and on the wrap, should be indicated that this is a candy bar, not soap, or cake, or something else. In other words, the "copy" now used on the green band should be more descriptive, and could easily be made so by the addition of the word "bar." In comparison with other cartons, this one is rather small, but by virtue of its size, it will more often get place on top of the counter than will a larger box. The insert idea is excellent, as is also the exhortation to the customer to "take home a pack," and the handle provided for easy carrying. Sales of this bar have pyramided greatly in the past year and it is achieving special volume in food and grocery stores. Its quality should build good repeat sales.

French Dip Chocolates

1 lb.—50c

CODE 81041 — Description: Cellophane-wrapped telescope box, lower portion of which has a narrow extension edge. Box top is covered with heavy blue litho paper imprinted in black. The box is also provided with a narrow band of cellophane printed with a Christmas design.

Design: The main panel of the box is completely covered, except for a narrow blue border, by a reproduction of a famous french etching. The name of the manufacturer is printed at the top in the sky area, in black script of the characteristic trade mark of this manufacturer. At the bottom, right, in very light script, the name of the assortment. In the narrow blue band below the picture is printed the listing of ingredients, running off to the side panel. Each end also carries printed copy.

Appearance on Opening: Assorted centers including peppermint creams, molasses coconut crunch, caramel, pineapple marmalade, etc., coated with light and dark chocolate and decorated in typical "French Chocolate" designs. These designs are sharp and well executed.

Box Findings: Tissue paper pad over top of candy. Wax paper liner completely around assortment. Candy is in brown glassine cups. The upper layer is divided into seven compartments by means of a single criss-cross divider of white, rough cut cardboard stock. Brown layerboard between layers, and underneath this a tissue pad. The bottom layer is divided the same as the upper layer and with the same type of divider.

Sales Appeal: This is a good assortment for the money. The pack has been carefully planned and looks appealing. Using the reproduction of a French scene as the principal illustration for the box is a good tie-up with the contents, which are clearly French-type chocolates.

Display Value: This box will lend itself well to display either with the lid off or just as it is shipped. Somewhere in the display it might be well to show the candy itself—with the lid of the box off, since the decorative effect on the individual pieces is very good.

Remarks: It might be well to reduce the illustration somewhat and to bring into the main panel (at the lower left) the tri-color crest. This would tend to put just a little more color into the plain black, white and blue area and give it just that added "class" appeal. The ilustration could also have just the faintest trace of a frame around it, so that all over-print or errors in register would be covered.

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Scotch Plaid Assortment

1 lb.—$1.00

CODE 81141 — Description: Cellophane-wrapped, extension edge box. Around the whole thing has been placed a tie consisting of heavy scotch wool in red to the knot of which is attached an artificial red flower with a sprig of artificial fern. The box top is covered with litho paper in an all-over broad green and blue plaid effect. Pasted to the exterior cellophane wrap is a printed gold label on which is listed the ingredients and which also lists the types of centers in the assortment.

Design: The all-over plaid design of the box top is divided into nine squares by golden lines. At the upper left is a typical Scotch crest in red. At the lower right is the familiar trade mark of the manufacturer in large embossed golden script. A double grosgrain ribbon is tied across the upper right and lower left corners.

Appearance on Opening: An interesting pack. The upper layer is divided into seven compartments, the center five containing all chocolates, some of them almost miniature size, while the two end compartments have a silver-foiled pudding piece each, one cup filled with sugar balls wrapped in cellophane, and one cup filled with panned almonds. Stringing could be a little sharper on the chocolates.

Box Findings: Embossed padding over top of pack. A cellophane liner completely around upper layer which is in its own white tray. Gold-edged criss-cross divider. Brown glassine cups. Tissue pad between layers. The lower layer is the same as the upper layer with the exception that the odd pieces (almonds, sugar pills, etc.) are slightly changed as to position. The bottom layer divider is also plain white, and the two puddings are unwrapped.

Sales Appeal: The Clinic feels that without all the extra "trimmings" this box would have good sales appeal. The application of so many extra elements, however, gives the box an over-loaded appearance. The candy is well-made and the pack well-planned and executed. Shown open, the box would have more appeal than "as is."

Display Value: Picture a window full of this candy displayed with a good background made up of traditionally Scottish clothing and other things. In such a setting, the box with all its overload of trimmings would show well. But by itself, it would show to better advantage merely as a cellophane-wrapped box, permitting the plaid of the box top to exert whatever clannish appeal is desired.

Remarks: Why use the grosgrain ribbon across the corners of this box? And why the heavy wool cord—or rather, why the red cord and the extra flower and fern sprig? What do the latter add? If this extra touch is needed, add merely the red cord and "please omit flowers."

Red Rose Assortment

3 lb.—$2.00

CODE 81241 — Description: Cellophane wrapped, deep extension edge box with a drop leaf front panel. To the outside of the cellophane an artificial rose is attached with scotch tape. Around two corners of the box itself is a maroon sateen ribbon. When this larger box is opened, there are three individual one-pound white boxes, each tied with the same kind of ribbon as used on the outside. A printed gold seal attached to

the cellophane carries the ingredients listing.

Design: There is no specific design on either the outside container or the individual boxes inside, the red rose and the ribbon combining with the gold embossed name of the manufacturer to give a quiet and dignified design effect. Noteworthy in the shipping pack is the provision made by means of an insert to protect the artificial rose from crushing down flat. The rose used is a very good reproduction of the real thing.

Appearance on Opening: Each of the three one-pound units in the larger container carries a single layer of chocolates and three panned almonds in three colors, plus one foiled piece. Diagonal dividers separate the layer into four compartments. Candies are light and dark chocolate coated.

Box Findings: We have already mentioned the elements of the package as a whole. The individual one-pound units have tissue paper pads, brown glassine cups, gold-edged dividers, and cellophane liners completely around the candy. Box tops are slightly padded and covered with embossed paper. The manufacturer's name is in gold at the center of each box top, just as on the outside container.

Sales Appeal: This is an excellent buy for the money. The candy is high quality and there has been no stinting of expense in creating a rich-looking and appealing package. Perhaps the use of so many elements on the outside container's main panel is a little confusing, since there are four distinct items crowded into a limited space.

Display Value: Very good. The outer box can be opened and the one-pound units drawn out slightly to show how the entire unit is assembled.

Remarks: We have touched upon the crowding of the various elements used on the main panel of the outer box. It would seem that the "Merry Christmas" seal now pasted to the cellophane could be placed elsewhere so as not to interfere with the design effect desired through use of the red rose and the red ribbon. This is an interesting packaging idea and, like one of the other packages viewed by the Clinic this month, can be used by the purchaser to include several members of a family in his single candy box gift, for each of the individual pound boxes can thus be re-distributed upon arrival.

Circular Box Assortment

1½ lb.—$2.50

CODE 81341 — Description: Cellophane wrapped extension edge circular box covered with embossed gold foil. Single-layer box.

Design: The gold embossing on the box top is in a delicate lace pattern much like a crocheted doily. The white of the box top is permitted to show through the embroidery pattern. In the center is a circular white area which contains the name of the manufacturers and a description of the candies contained in the assortment, all in embossed gold lettering. One of the richest looking boxes ever to appear before the Clinic. It is clear that expense has not been spared to create something outstanding, and a very attractive box has been achieved.

Appearance on Opening: Four circular tiers, formed by circular dividers, containing high-quality light and dark chocolates with a great variety of centers. nI the very center are chocolate-covered nuts, and this group is surrounded by one tier of green, white and yellow bon bons. Stringing is excellent and the chocolate gloss is very good. Candies are perhaps the best-eating pieces submitted to the Clinic this year.

Box Findings: This interesting assortment also has some interesting units among the findings. There are two cellophane discs, separated by an embossed brown circular pad. The outer one of these cellophane discs is securely fastened to the box and is imprinted in gold in such a way as to give the eater a complete list of the types of centers in the pack and where to find them. In other words, the names of the centers are so placed as to be directly on top of the pieces in question. There is also a brown layerboard underneath the pack.

Sales Appeal: Open or closed this box should have the very acme of sales appeal. The box top is so rich looking that it would be instantly apparent to anyone passing within eye-range of it. When the box is displayed open, covered only by the cellophane identifying disc, the very regular rows of the candy tiers and the printing on the celophane would also exert utmost sales appeal.

Display Value: Top notch. Circular boxes are not unusual in the candy trade, but this one is so outstanding that it is beyond compare with anything now used.

Remarks: The Clinic extends congratulations to this manufacturer for creating and executing so outstanding a package and pack. Every inch of this assortment and its box breathes "class," and there isn't a thing we would do or suggest to change it. The manufacturer also showed forethought in obtaining a patent on this idea.

Shelled Pecans

Two sizes of cans—No price

CODE 81441 — Description: Vacuum packed pecan halves in lithographed tins, one containing 3½ oz. and the other 8 oz.

Design: The design features on both cans is the same, namely, lithograph of an actual photo of pecans completely around the tin, except where the can is put together. There is a single main panel, half blue and half red on which appears all the "copy" contained anywhere on the can. In the blue half appears the name of the processor and the product, in reverse white. The red area contains other descriptive copy, in black type except for the words "always fresh" which are reverse white script.

General Discussion: These pecans are apparently packed after shelling without any further processing whatever. They are put up principally for household use and are sold through food and grocery stores. The Clinic is unanimous in calling this an excellent merchandising method and commends the processor particularly for the creation and achievement of such a clean-looking, smart tin design. The design effectively places this product right alongside of other nationally-advertised foods similarly packaged, on the shelves and counters of America's food stores. Particularly commendable is the placement of all descriptive copy in a single panel which is neatly divided so that all the information on the label is clearly visible and readily accessible to the customer.

3 Wrappers in 1

Printed **metallic cellophane** successfully and economically replaces metal foil and is being adopted by the Candy Industry to take the place of wax linings, foil and cellophane—all with one wrap!

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SALESMEN'S SLANTS

C. RAY FRANKLIN, Broadcasting from Liberty

SUMMER has set in at last in the Middle West and for the past week or ten days it has made up for the cool weather we had up to that time. Rain is needed badly, and the corn in Kansas, Nebraska and Missouri has suffered greatly. The wheat crop in Kansas has been threshed and while they had a big crop, it did not come up to the government's prediction earlier in the year. However, it was a great yield and with the hay which is good and the alfalfa which has already had two cuttings, we should have some money in circulation from agriculture. It looked for a while like the Middle West was going to be forgotten on the defense program, but it is beginning to come now and by winter when the different plants are in operation that are now being built and surveyed, it will greatly add to our present pay rolls and put a lot of extra money into the hands of the consumers in this part of the country.



The industry lost another pioneer in the recent passing away of John Wiles, chairman of the board of the Loose Wiles Biscuit Co., Kansas City, Mo. Mr. Wiles was not only well known in the industry but one of Kansas Citv's best known men, and his passing will be a great loss to the city.

The buyers are beginning to return from their vacations, believe it or not. I missed only two out of five calls today in Davenport. Herman Pappenbrock of the Rodeweg Schmidt Candy Co., is still vacationing somewhere in the West, and Wally Beirline of The Food Products Co., was somewhere enjoying the cool of the North.

One of the most enjoyable meetings I had at the N.C.A. Convention in June was with my old friend Chet Converse, superintendent of The Brecht Candy Co., Denver, Colo. Chet is an old Kansas City boy, having learned his trade there and it had been several years since I had seen him. Chet looked fine and reported business as being fine in Colorado.

I just received word that Gustave Goelitz of the Goelitz Confectionery Co., North Chicago, whose home is in San Antonio, Texas, has been quite ill, but is on the road to recovery. Gustave is one of the industry's capable men and while he has not been active in a way for several years, still keeps his finger on the situation altho removed by many miles from the factory. Glad you are coming along, Gus.

Emmet Fortier: "Long Distance; I want to place a call to Damariscotta, Maine." Operator; "How do you spell that please?" Emmet: "Lady, if I could spell it, I'd write." Emmet Fortier, for your information, is Vice Pres. of Candy Specialties Co., a subsidiary of E. J. Brach & Sons, Chicago, Ill.

Gene Green, manager and buyer for Commercial Candy Co., Olathe, Kansas, has a fine little daughter, and I understand the following took place at his home a few days ago. The little daughter came to her mother with a serious look on her face. "Mummy" she said, "heaven sends our daily bread, doesn't it?" Yes," replied her mother. "And Santa Claus brings my presents?" "Yes dear." "And the nurse brings our babies?" "Yes, dear." "Then, what's dady here for?" she demanded. Ask Gene; possibly he may enlighten you.

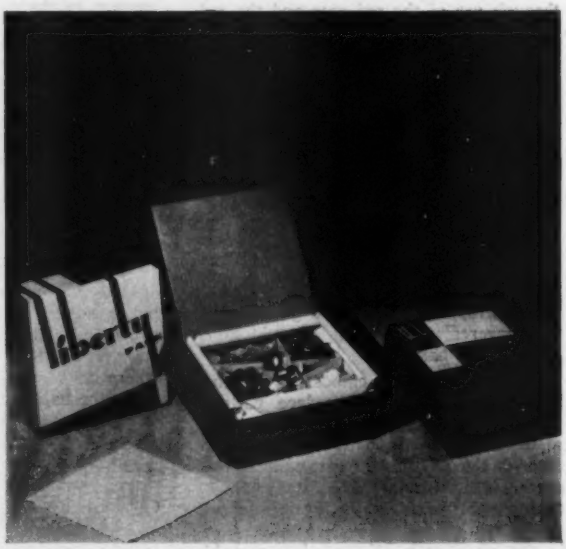
Louis Fink, candy broker of Chicago, says it pays to advertise and proves it by the following story. A daily newspaper in Nice recently contained the following advertisement. "Millionaire, young ,good looking, wishes to meet, with a view to marriage, a girl like the heroine in M———'s novel." Within 24 hours the novel in question was sold out.

National Paper Box Association Elects

C. W. Reiber, Columbus Paper Box Co., Columbus, Ohio, was elected president of the National Paper Box Manufacturers Association at the recent convention of that group in Atlantic City recently. Walter P. Miller, Jr., Walter P. Miller, Inc., Philadelphia, was elected vice president; and Walter H. Deirith, W. H. Deisroth Co., Inc., Philadelphia, was elected treasurer.

Minnesota Mining Builds Scotch Tape Plant

Plans for a new plant devoted exclusively to the production of its patented Scotch Tape were recently announced by the Minnesota Mining and Manufacturing Co., St. Paul, Minn. When this tape was first developed in 1927, it was assigned temperary production space in the middle of the abrasives plant of the company. Construction of the first unit of a special plant to produce this product is being started this summer and completion of the initial portion of the tape factory is scheduled by the end of 1941. This first unit will consist



National Candy Company's "Liberty Pack" for the "boys in uniform." Mailing case by Hinde and Dauch.

of a one-story and basement structure adjoining the company' abrasives plant in St. Paul and will contain 30,000 sq. ft. of space. When the plant is finshed, it is expected that 200 new employees will be added to the tape department.

"Science of Mail Marketing" Just Published

A new book covering the entire field of direct-mail selling has just been published under the authorship of Homer J. Buckley, well-known exponent of selling by mail. Titled "The Science of Marketing by Mail," the new book is packed with practical ideas on marketing methods and merchandising fundamentals in the specialized field of mail-order and direct mail advertising. Its 17 chapters cover a wide range of subjects covering the determination of costs, figuring mark-up and profit, limitations and merits of the mail-order business, etc. Mr. Buckley, the author, is the head of Buckley, Dement & Co., Chicago, and was for five years president of the Chicago Federated Advertising Club; also, organizer and president for 15 years of the National Council of Business Mail Users.

Package Machinery Survey Reveals Packaging Functions

In a nation-wide survey covering the food, candy, pharmaceutical and allied industries, Package Machinery Co., Springfield, Mass., learned recently that 61% of the public considers protection from dirt, dust and germs as the primary function of packaging, according to an announcement just made by George A. Mohlman, vice president. Second most important function is ability to maintain the product's efficiency. Consumers considered other packaging qualities as ranking in the following order: Convenience in use, appearance, prevention against substitutes, and prevention against breakage.

Use of Term "Esquire" Prohibited

After almost three years of litigation, including the taking of testimony throughout the U.S., in a suit brought for unfair competition by Esquire, Inc., the U.S. Court for the Southern District of Florida on June 19, 1941, entered a final decree in favor of Esquire, Inc., The case involved the use in Miami of the name "Esquire" in connection with a restaurant and bar. The Court decreed that a perpetual injunction be issued enjoining the defendant from using the name "Esquire" in connection with its business or any name confusingly similar to it.

All-American Package Competition Changed

Entries for the 11th Annual All-American Package Competition are now being taken, according to an announcement made recently by the committee of judges. Sponsored by the magazine "Modern Packaging," the competition this year will be based on a revised set of categories which were dictated by the disappearance of certain package types, the absorption of others and of certain essential packaging materials by the national defense effort. In the coming competition, packages will be classified by industries rater than by package type as formerly. Twenty-four industry classifications have been set up, Classification No. 3 being Confectionery. Further information about entering the competition may be obtained from our editorial offices.

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CANDY manufacturers both large and small *prefer* IDEAL WRAPPING MACHINES because they provide the economies of fast handling along with *dependable, uninterrupted operation.* In use the world over, IDEAL Machines are building a service record that stands unmatched and unchallenged! Our unqualified guarantee is your protection. Two models available: SENIOR MODEL wraps 160 pieces per minute; the new High Speed Special Model wraps 325 to 425 pieces per minute. Investigation will prove these machines are adapted to your most exacting requirements.



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BOOKS ABOUT CANDY MAKING

THE PROBLEM OF CHOCOLATE FAT-BLOOM

By Robert Whymper.....$2.50 in U.S.A., $3.00 Elsewhere

A scientific discussion of fat-bloom and what can be done to prevent it. After establishing the fact that cacao butter is largely to blame for fat-bloom, or "graying," the author describes various fractions of different melting points in cacao butter, also crystallization and the part it plays in fat-bloom. The influence of nut-oil and milk-fat on the tendency to form fat-bloom is discussed as well as storage conditions.

CACAO FERMENTATION

By Arthur W. Knapp.....$2.50

A complete treatise on the methods of preparing cacao for commercial use. The book contains chapters on the fermentation of the pulp, changes in the interior of the bean, the production of acetic acid, ripeness of the pods and improved methods, alternative methods to fermentation and production of armoa, temperatures of fermentation, and information about drying.

FOOD TECHNOLOGY

By S. E. Prescott and B. E. Proctor.....$5.00

Covers the broad field of sources, methods of handling and manufacture of the principal commercial food products. The book emphasizes the fundamental principles involved in the various methods of food manufacture and treatment rather than to give highly detailed accounts of the manipulations carried out in each particular case.

RIGBY'S RELIABLE CANDY TEACHER

By W. O. Rigby.....$3.00

Reveals valuable secrets of candy making through 900 trade-producing formulas. Contains valuable information for the experienced and inexperienced candymaker, including pointers on purchasing equipment for a new shop, buying raw materials, arrangement of the shop, a dictionary of candy-making terms, a condensed table of candymaking helps, answers to questions commonly asked about candymaking troubles.

CHOCOLATE COATING CANDIES BY MACHINE

By Mario Gianini.....50c

A primer for the operator and for everyone else who is active in or connected with chocolate work. Written in simple understandable language it is an unusual accumulation of first-hand information on the subject of coating machines.

SWEET MANUFACTURE

By N. F. Scarborough, A.M.I., Mech. E.....$3.25

A practical up-to-date book on sugar confectionery. CONTENTS: Raw Materials; Sugar Boilings; Caramels, Toffees, Fudges and Nougats; Jellies and Gums; Chocolate, etc., etc.

FRUIT PECTINS

Their Chemical Behavior & Jellying Properties

By C. L. Hinton, F.C.I.....$1.75

This report is based on work carried out during a period of several years. It will be of real value to those who are working on the many problems associated with pectin.

HANDBOOK OF FOOD MANUFACTURE

By Dr. F. Flene & S. Blumenthal.....$6.00

A collection of practical tested formulae, descriptions and analysis of raw materials for the confection, ice cream, condiment, baking, beverage, essence, flour, preserving, salad dressing and allied industries.

FOOD INDUSTRIES MANUAL

Compiled by well known authorities.....$4.00

A technical and commercial compendium on the manufacture, preserving, packing and storage of all food products. Contains a section on sugar, confectionery, candy, chocolate, jams, jellies.

CAKE MAKING AND SMALL GOODS PRODUCTION

By James Stewart & Edmund B. Bennison, M.Sc.....$6.00

This book contains chapters on Baking of Confectionery Goods, Preparation of Fondants, Confectionery Making Machinery, Flours used in Confectionery, Moistening Agents, Eggs, Sugars, Chemical Aeration, Flavorings, Essences and Essential Oils, Spices, Colors and Coloring Matters, Nuts Used in Confectionery, etc.

CHEMICAL FORMULARY

H. Bennett, F.A.I.C.

Thousands of practical formulae. A condensed collection of new, valuable, timely modern formulae for making thousands of products in all fields of industry. Volume I $6.00, Volume II $6.00, Volume III $6.00, Volume IV $5.00. Each volume is different. There are many formulas on candies, flavors and allied products.

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400 W. Madison Street **Chicago, Ill.**

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